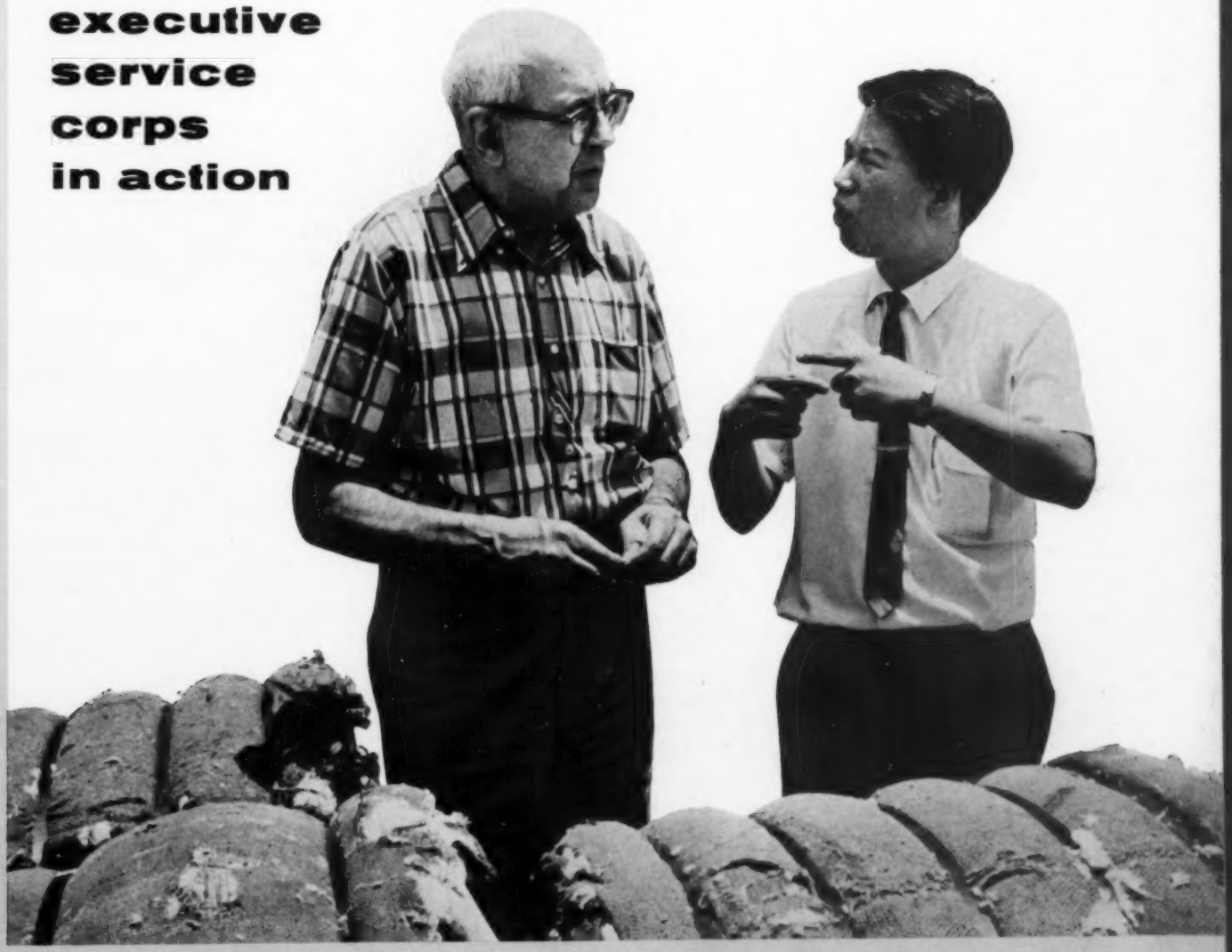
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

August 1, 1966

executive service corps in action



International Trade Winds

Company News

COMMUNICATIONS—Datex, a new communications system which transmits 1,200 words a minute, is now in operation between the New York headquarters of General Telephone & Electronic International, Inc., and its Swiss subsidiary in Geneva. The system is the first of its kind between New York and Switzerland.

FACTORY DESIGN—Austin Co., Cleveland, through Austin International of New York, opens office in Milan. The new firm, Austin Italia, will be engaged in industrial planning, construction and engineering.

COMPUTERS—Honeywell, Inc., is supplying 10 computers, valued at over $7 million, to the Government of India for establishment of a nationwide computer network. Initially, the computers will be used for water and power data analyses, income tax processing, labor statistics, and import and export licensing procedures.

AUTO ACCESSORIES—Donnelly Mirrors, Inc. of Holland, Mich, will construct a factory to manufacture car mirrors at Naas, Ireland, just outside of Dublin. Construction is scheduled to begin in early 1967 and when in full operation, the factory is expected to employ approximately 300.

ORE UNLOADERS—Dravo Corp., Pittsburgh, initiates design work on two large coal and ore unloaders to serve a new basic oxygen steelmaking plant in the Netherlands. Dravo will provide basic structural, mechanical and electrical design information and technical assistance to N.V. Machinefabriek Hensen of Rotterdam, the prime contractor.

PIPE WELDER—A high-frequency resistance welder, capable of high-speed production of pipe up to 24-inch diameter on the largest welded pipe mill in Europe has been delivered to Hoesch Aktiengesellschaft, Dortmund, Germany, by AMF Thermatool, Inc., of New Rochelle, N.Y. The unit is expected to be in full operation shortly in a new plant in Hamm.

Newsletter

An American furniture breakthrough in the Netherlands may lose all momentum because of U.S. manufacturer's reluctance to provide local inventory and even to fill orders. Two Dutch companies left big orders at the recent Cologne Furniture Fair where U.S. goods were a sellout. But now they can't get delivery. Salesmen don't want to promote lines that won't develop or which can't be filled from stock. Tendency has been to neglect overseas buyers when U.S. business is good, and go back in when there's a surplus of production in the U.S. Won't work anymore because market will go to dependable European producers equaling us in quality, volume and style for the first time.

A preview of the $300,000 NASA exhibit set for the Paris Air Show, coordinated by the Department of Commerce, opens Aug. 1 at the Smithsonian Institution in Washington.

A Japanese Floating Fair will visit the U.S. and Canada in May, 1967. Ports of call will include Seattle, Portland, San Francisco, Los Angeles, Houston, New Orleans and New York.

America Week in Dakar was a 16-day smash hit with 80 percent of the U.S. goods sold by Printania, an affiliate of the French Prisunic chain.

North Carolina textiles go on sale in Scandinavia in the fall, using the between-shows services of the U.S. Trade Center in Stockholm. Same service in six U.S. Trade Centers is available to all U.S. industry or area developers.

Great Britain has a Trade Center in Manhattan, after watching U.S. successes in London since 1961. First exhibitors appear to be experienced exporters but companies new to overseas selling are being courted U.S. style. British government, concerned about lack of interest in foreign trade, plans export courses through British Institute of Management.

Cut red tape and win a thousand dollars. Tell your ideas on improving the movement of cargo and people to the Air Transport Association, 1000 Connecticut Ave., Washington. Association will forward best ideas to interagency government committee working on simplification of export-import forms.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Members of the International Executive Service Corps are currently advising private firms in fourteen countries from Honduras to Singapore. The volunteer businessmen donate their time to help build a strong private enterprise system in developing nations. Some of the volunteers are retired American executives, others are interrupting their career jobs to help improve foreign business management procedures. On the cover, Corpsman Sidney L. Buffington inspects the Bangkok Weaving Mills, Inc. and American cotton samples with mill director Phongsak Assakul.

International Commerce

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REPORT FROM VOLUNTEER UNIT

Executives march ahead

Ghana request shows progress being made by international corps from U.S. business

By TERRANCE LINDEMANN
Staff Writer

When the African nation of Ghana set out to reestablish private enterprise after the fall of Kwame Nkrumah in February one of its first steps was to turn to an organization of volunteers from U.S. business and industrial life.

This is one index of the progress being made by the International Executive Service Corps—now affectionately dubbed the "Paunch Corps" by some observers. Its work during the past 17 months has won it favorable attention in the world's developing nations.

Since the Corps was launched some 250 commercial and industrial firms in 28 developing countries have initiated requests for assistance from it. To date 70 projects have been completed.

Client companies of the Corps' current projects are located in 14 countries: Costa Rica, El Salvador, Honduras, Nicaragua, Panama, Brazil, Iran, Ghana, the Philippines, Singapore, Taiwan, Thailand, Turkey, and Lebanon. They include such wide-ranging firms as a shoe factory in Tehran, a pharmaceutical distributor in Honduras and a life insurance company in Manila.

The Corps president, Frank Pace, Jr., a former president of General Dynamics and Secretary of the Army under President Truman, anticipates growth to a level of 400 to 500 projects a year, but comments that his organization is "not playing the numbers game."

"The executive volunteers we have sent abroad have set very high standards of managerial competence and personal dedication, and we do not intend to dilute these standards," he asserts.

Pace considers it most important that the Corps' early experience has proved that the program's basic concepts are sound: "These are that experienced U.S. businessmen will volunter to assist individual firms and private enterprises in the developing nations; that these firms are receptive to such assistance and that they do receive positive benefits from it."

Is the Corps "Yankee Imperialism?" Hear the chairman and general director of Sao Paulo Alpargatas, S.A. of Brazil:

Commenting on the firm's benefits resulting from work done by volunteer Harold F. Stebbins, a retired vice president of Ely Walker Co. (a division of Burlington Industries), the Brazilian executive said, "I have no doubt that the type of service offered to us by the IESC would be of great value to many firms, probably the majority of companies in this country and I am sure that once your organization becomes better known, you will receive many requests for assistance."

Since his prediction, Brazil has become a key country in IESC's expanding program with seven projects already completed, two currently underway and five more awaiting assignment of volunteers.

The Corps' purpose to assist in building a strong private sector in the developing nations by providing volunteers to firms in need of managerial and technical assistance is achieved by drawing on the know-how and experience of retired U.S. businessmen and some younger mid-career executives. Volunteers, who are drawn from top-level management, help improve the client firms performance in general management, production, marketing, and financial control.

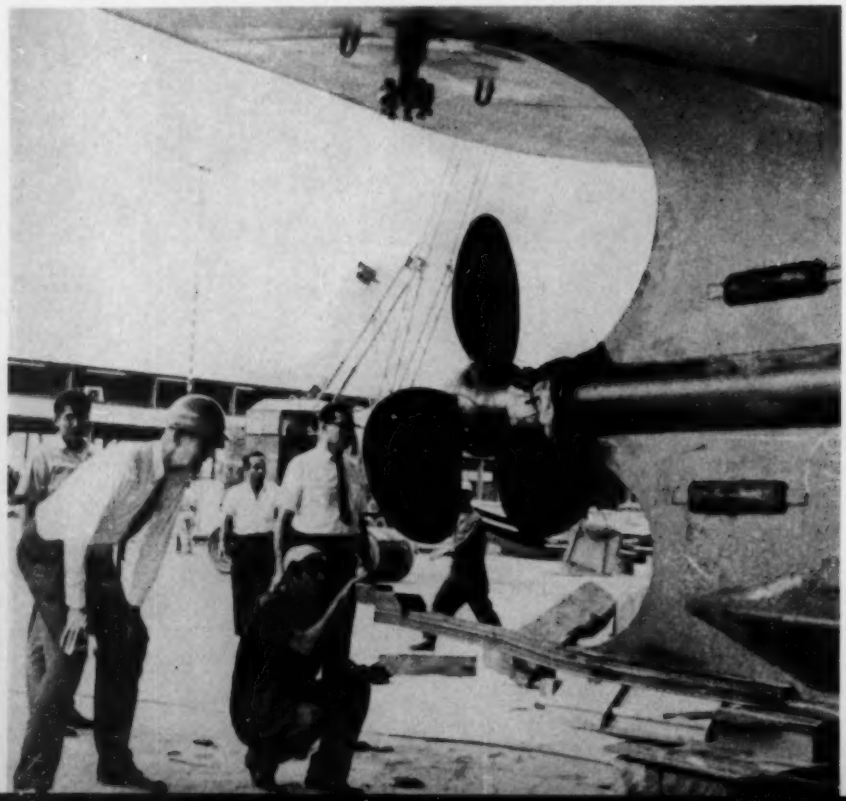
Since most of the high-level management of overseas firms speak English it is not essential for volunteers to speak the language of the host-firm to do an effective job. Many volunteers do study on their own before beginning an assignment and feel that a smattering of the firm's language is appreciated by their co-workers and helps them establish rapport.

The idea of a "Businessmen's Peace Corps" was broached by Sens. Vance Hartke of Indiana and Jacob Javits of New York; the idea was promoted by David Rockefeller, president of the Chase Manhattan Bank, who became chairman of the board of directors when the Corps was organized in 1965.

Volunteer opinion of IESC is expressed by the number of veterans asking for reassignment.

Arthur K. Fox, 67, of Ozona, Fla., a retired merchandise manager of the

INSPECTING FISHING TRAWLER IN PERU is part of "mid-career" volunteer Allan L. Dunning's job at Promecan Ingenieros, Callao. After three months in Peru Dunning returned to General Dynamics Corp.



Army and Air Force Exchange Service in the U.S. and abroad, who is on his second assignment in Panama, sums up his IESC experience like this, "What I got out of this was the satisfaction of knowing that I am not a has-been. I am nearly 68, and I find that there are places where I am a lot more useful than I ever was before.

"There is a tremendous satisfaction in making suggestions and having them accepted. It's better than getting a hole-in-one or cutting five strokes off your score."

Volunteers for the private, non-profit, tax-exempt organization are unsalaried but they can take their wives on their assignments, both going on an expenses-paid basis. Recruiting for Corps volunteers is done by some 44 city representatives across the U.S. and is aided by the Department of Commerce, the Small Business Administration, and business, college, alumni and service organization publications.

Cooperating companies grant "mid-career" executive leaves of absence and continue paying their salaries and maintaining career benefits during overseas assignments which last from two to six months.

Mid-career volunteers are no less enthusiastic about IESC service than retired executives. Travel opportunities and a chance for broadened management experience are considered lures to mid-career executives such as Allan L. Dunning who spent three months in Callao, Peru, advising on shipyard layout, production planning and materials handling.

IESC deals directly with individual firms and not through the U.S. Government nor through the government of a host firm. At the invitation of businesses abroad, the IESC sends individuals or teams of businessmen to work with the host firm.

The Corps originally depended on word-of-mouth advertising to make its services known to prospective clients but soon after beginning its operations abroad felt the need of a man on the spot to coordinate volunteer needs and to develop new contacts with the host-country's business community. Country directors, some of them ex-volunteers, now serve this purpose.

WEAVING OPERATION IN BRAZIL is inspected by H. F. Stebbins at Sao Paulo Alpargatas, S.A. Stebbins, 67, on his third IESC job is advising firm on production and distribution methods.

Firms requesting assistance from the Corps accept the condition that they will pay the IESC a service fee related to local scales of remuneration and also, if possible, to pay the volunteer's travel expenses.

A project is approved if an IESC investigation proves that the firm's problems can be solved and that its success is important to its country's private economy. Once a project is approved the search begins to match experienced executives from the on call file of volunteers to the assignment.

Each executive assigned to a project must be suited to the specific demands of the job. If, after a thorough search, no suitable volunteer is found on the on call file, a special search is begun to find a new volunteer with the right talent.

The Agency for International Development has provided interim financing for IESC operations. The organization's objective, however, is complete private financing.

In proposing renewed support this year for the IESC President Johnson said in his annual foreign aid message, "We will expand our efforts to encourage private initiative in developing countries. . . . The U.S. Government can do only a small part of the job of helping and encouraging businessmen abroad. We must rely more and more on the great reservoirs of knowledge and experience in our business and professional communities.

"These groups have already provided invaluable service and advice. We in the Government must find ways to make even greater use of these priceless assets."

Readers interested in applying for service in the International Executive Service Corps should **write:** John Dieffenderfer, Director of Volunteers—IESC, 720 Fifth Ave., New York, N.Y. 10019.

COTTONSEED OIL REFINERY IN EL SALVADOR is inspected by A. L. Wilcox, acting country director. Solvent Plant in San Salvador is shown by Francisco Choriego, director of Eldorado, S.A.

Arkansas trade mission to Europe promotes interest in products and services of entire State

Eight-member group visits five countries; some members represent own companies; report new channels opening up

The first Arkansas European Trade Mission, which has returned from its recent working tour, reports a successful 21-day selling experience in Brussels, Dusseldorf, Milan, Barcelona, and London.

Business interest was generated in each of the areas visited, more than $25,000 worth of Arkansas-produced merchandise was sold, and several channels of correspondence already have been opened with European companies, says mission leader Jay B. Greer. Greer is the service consultant of the Arkansas Industrial Development Commission, the State agency which organized, planned, and executed the mission.

The group was so enthusiastic about the results of its trip that another mission already is being planned—tentatively for early next year.

The members made more than 230 personal contacts in an effort to sell furniture, hydro-coolers, barrel stave machinery, brick packaging equipment, and industrial fork-lift trucks. It was this personal specialized approach to European buyers and exporters that contributed much to the mission's success, according to Greer.

In Europe April 12-May 2, the mission traveled with complete information on the various products to be sold—including prices c.i.f. to the ports nearest the cities visited.

Represent own companies

Four of the eight members represented their own companies. Appraising the results, the three who were manufacturers estimate their combined potential sales in the next three years at more than $750,000 annually.

The others on the mission tried to interest merchants and bankers in the opportunities Arkansas offers for operations through joint ventures or wholly owned establishments. The State's Development Commission now is receiving inquiries about such opportunities, Greer reports.

It is not possible, he says, to indicate a particular country as the most promising from a trade standpoint, as the diversity of products offered was so limited. Some enjoyed success in all of the countries visited; others were in demand to a greater or lesser degree in different markets.

The Common Market countries appear to be the most promising, generally; but the potential in economically emerging countries such as Spain should not be overlooked, Greer points out.

"The first-hand knowledge gained by the mission on such subjects as tariffs, restrictions, government policies, and trade practices is of real importance to each of the members in the conduct of their business activities," he says.

Mission member Don Flanders seems to agree. "Although the trip was somewhat exploratory in nature," he writes, "we were quite gratified in the response we received. The trade mission opened doors which would have been closed to a businessman traveling alone in Europe. I do believe that each of us learned how to secure the necessary information to do business in any country and, also, experience in knowing how to develop a foreign market."

Waldo Frasier, who explored the prospects for export of cotton, rice, soybeans, poultry and other Arkansas farm products, says: "I think that farmers, as a result of the mission, can be made to realize that their products have a place on the European market."

And Dave Grundfest says the highlight of the mission was in "making Arkansas manufacturers cognizant of the potential for trade in the rest of the world."

The mission, which had the approval of the U.S. Department of Commerce, was comprised of the following members:

Dave Grundfest, President of Sterling Stores Co., Inc., Little Rock; James Dildy, Director of Industrial and Area Development, Arkansas Power and Light Co., Little Rock; E. J. Taylor, President of Merchants and Planters Bank, Clarendon; Jack Cline, President of Clarksville Machine Works, Clarksville; Waldo Frasier, Executive Vice President of the Arkansas Farm Bureau Federation, Little Rock; Don Flanders, President of Flanders Manufacturing Co., Fort Smith; Norman Byrd, President of York Manufacturing Co., West Memphis; and mission leader Jay Greer.

Each member paid his own expenses.

ARKANSAS TRADE MISSION met with Commerce Secretary Connor (seated, center) before departure.

BRIEFING ON MEXICO'S ECONOMY is given at Cleveland Export Workshop by Paul Flores, Mexican Desk, Office of International Regional Economics.

U.S. businessmen urged to meet growing competition in Mexico

Export Workshop in Cleveland told new thrusts from Japan, Europe, LAFTA areas can reduce U.S. share of market

Ohio businessmen attending an export workshop in Cleveland were asked to step up selling efforts to Mexico in order to maintain the present 66% U.S. share of the market.

Paul Flores, Mexican Desk Officer in the Office of International Regional Economics, told workshop participants that the U.S. share of the Mexican market is gradually being reduced by competition from Japan and certain countries in Europe and the Latin American Free Trade Association.

The U.S. Government, according to Mr. Flores, continues its aid to the export community through programs like the U.S. Industrial Exhibit sponsored by the Commerce Department which will be held in Mexico City Aug. 1 to 13.

Mexico, he said, is the largest market in Latin America for U.S. products and the fifth largest in the world.

It imports more than $1 billion worth of U.S. merchandise annually, mostly machinery of all types, transport and telecommunications equipment and other types of capital and producer goods needed by Mexican industry.

Mr. Flores spoke to executives representing the Greater Cleveland Area and Northern Ohio industrial firms. The workshop was sponsored by the Cleveland Trust Company.

A panel discussion followed on trade and investment with Mexico by experts in banking, exporting, general services, shipping and international trade.

Panelists included Robert Suazo of Donley Bros. Company; Walter Zachman, Seaway Forwarding Company; Henry C. Fischer, Cleveland Trust Company; and Laurence J. Bendler of the Cleveland Field Office.

This workshop was one in a series held semi-monthly, designed to encourage Ohio businessmen to enter world markets.

The series is sponsored by the Cleveland Field Office in conjunction with the Regional Export Expansion Council, trade associations, chambers of commerce, banks and organizations.

Illinois U. course set for Sept. 18-22

Speakers to present information on foreign market developments

The 11th Institute of International Trade conducted by the University of Illinois and the Illinois Manufacturers' Association is set for Sept. 18-22 in the Illini Union, Urbana, Ill.

The Institute will present basic information on development of foreign markets, foreign manufacturing and selling subsidiaries, joint ventures, licensing arrangements, financial arrangements in foreign operations, and common markets of the world as related to U.S. business overseas.

Speakers will include both university faculty members and representatives from firms involved in international trade. Presentations are followed by panel discussions. A. M. Strong, chairman of the International Trade Committee, Illinois Manufacturers' Association, is director of the institute.

Applications must be made in advance and applicants are screened by an admissions committee. **Write:** Illinois Manufacturers' Association, Chicago, or Norman W. Johnson, University of Illinois, 116 Illini Hall, Champaign, Ill.

U.S. IS CAMPUS FOR BUSINESS EXECUTIVES who arrived from London in July for a ten-week stay in U.S.—six weeks on Harvard campus, four touring industries in major cities. They are pioneer enrollees in British-American Management Course in Marketing, new study program co-sponsored by Britain's National Marketing Council and New York-based National Industrial Conference Board. Also on Harvard campus were 39 officials from 17 countries attending Seventh Annual International Marketing Institute, June 19-July 29, under sponsorship of U.S. Agency for International Development.

Petrochemical firms being surveyed on oil importation

The Department of Commerce has inaugurated a statistical survey to determine what effect a quota increase for petrochemical producers under the oil import allocations system would have on the petrochemical industry, and on the U.S. balance of payments.

The study has been under consideration by the Government for some time.

A questionnaire is going out from the Department's Business and Defense Services Administration to about 70 concerns which are either producers or potential producers of petrochemicals. The questionnaire is also available to others interested.

The recipients are being asked what effect certain alternative quotas would have on their production, imports and exports of petrochemicals; on their imports and consumption of feedstocks (products of crude oil); and on their capital expenditures.

The study will cover actual data for 1965, and estimate for 1967 and 1970 on the basis of various assumptions. The completed reports are due August 31.

The mandatory oil import quota system was established in 1959 under the national security clause of the Trade Expansion Act of 1954. It is administered by the Interior Department.

For information and copies of the reporting form **write:** the U.S. Department of Commerce, Business and Defense Services Administration, Room 4311, Washington, D.C. 20230. Telephone: Area Code 202, WO 7-4353.

Third advisory committee named from textile field

An Exporters' Textile Advisory Committee has been formed by Secretary of Commerce John T. Connor, who named 23 industry executives to serve on it.

The first meeting of the group, which will complement the activities of the Management-Labor Textile Advisory Committee and the Importers' Textile Advisory Committee, will be Aug. 9.

Secretary Connor said the new committee will give the Department of Commerce and other agencies advice and information on factors which have been responsible for a deterioration of the U.S. textile export position in recent years and have contributed to a rising adverse import balance, and how the Government can assist in increasing textile exports.

Urbanization show planned for this fall in Guatemala

Urbanization projects and building construction techniques will be featured at a trade exposition in Guatemala, Oct. 28-Nov. 6. U.S. companies interested in promoting their home-building products or services abroad are invited to attend.

The architectural home show is the first of its kind in Guatemala, and exhibits will be limited to the following categories: urbanization projects and methods (including machinery and equipment); building construction systems and techniques; home equipment, supplies, and decorations; and home construction financing (including sales promotion of model homes.

Write: J. Augusto Putzeys, manager, Comite Permanente de Exposiciones, Salon 7 del Parque "Centroamerica," 6a Calle 4-00, Zone 9, Guatemala, Guatemala C.A.

Paraguay ups textile tariff

To provide additional tariff protection to domestic industry, Paraguay has increased import duties by 15% on various textile fabrics. The measure applys to both the ad valorem as well as the specific portions of the duty. Fixed valuations applied for duty assessment purposes were also increased.

Inter-American group accents government, business cooperation

Declares need for coordination of nations' economic policies

Hemispheric need for cooperation between national governments and private enterprise was highlighted at a recent meeting of the Inter-American Council for Commerce and Production.

Delegates from some 15 countries, including the United States, attended the June session in Mexico City. The organization was formed 25 years ago by industrial, commercial, and banking leaders of the Americas—to speak up for competitive enterprise.

The group ended its 11th plenary meeting by declaring that the participants' programs for the economic development and integration of Latin America aim to improve living conditions and create new sources of employment, and that achievement of these goals requires "permanent and harmonious cooperation between the Government and the private sector in each country, as well as the coordination of the economic policies of the various nations."

The Council's declaration gave recognition to domestic responsibilities of governments in public utility and social developments. It said, however, that "Governments should give private initiative orientation, encouragement and freedom of action within its sphere, and should cover its deficiencies whenever it does not act, but without unduly displacing it."

The declaration supported acceleration of economic integration by making the reduction of customs duties automatic and by speeding up the reduction processes. It also gave recognition to the need for industrial competition and to the eventual need for a common external tariff for any Latin American integrated area.

Agricultural development was deemed an essential basis for industrial and general development of Latin America.

Facilitation of Latin American economic development through greater liberalization of world trade and through investments and loans from sources outside Latin America was stressed.

Attention was called to the programs of the Permanent Committee for the Promotion of Private Enterprise. That the Council for Latin America (the U.S. section of the Inter-American group) is considering creation of a committee for the economic integration of Latin America also was reported.

President of the Inter-American Council is George S. Moore, president of the First National City Bank of New York. David Rockefeller, president of the Chase Manhattan Bank, is chairman of the U.S. section.

Spain announces plans for nuclear power projects

The Spanish Government has approved construction of the $57 million 460 MW Nuclenor plant. Construction is expected to begin shortly and should be completed within four years.

Studies for the $150 million Spanish-French plant to be located in southern Tarragona have now been completed, and official negotiations are expected to begin shortly. Spain will share 60% of the total cost but has access to the outstanding French credit offer of $150 million granted in 1963 to cover its share. If the two Governments approve the plans of the working group, it is believed that the plant could be functioning in 1970-71.

The INI has begun discussions with a Belgian firm, Belgonucléaire regarding the installation of small reactor on the island of Mallorca which would produce electricity and purify salt water.

The capacity of the proposed plant in Irta, Castellon will have to be increased from the present 500 MW plans as the company's demand for electricity is increasing 12% annually.

Japan to buy 600,000 bales of U.S. raw cotton in 1966

Some 600,000 bales of cotton will be financed by a $75 million Bank of Tokyo, Ltd. credit agreement with the Export-Import Bank of Washington. The agreement will finance purchases of U.S. raw cotton during the crop year beginning Aug. 1.

Terms of the Eximbanks credit provide for financing exports of cotton purchased under sales contracts entered into on or after April 1, for shipment from the U.S. to Japan after Aug. 1. Purchases by Japanese textile mills will be financed via 12-month drafts drawn by the U.S. shippers on the Bank of Tokyo, Ltd., a pursuant to letters of credit issued by U.S. commercial banks. Such letters of credit will expire not later than July 31, 1967.

Malaysian power project receives World Bank loan

Generating capacity, facilities for transmission to be extended

A $37 million World Bank loan to the National Electricity Board (NEB) of the States of Malaya will help finance the addition of 231,400 kilowatts of generating capacity to systems and an extension of transmission facilities.

The loan will assist in financing construction of a 120,000 kilowatt thermal power station near Port Dickson, which can be expanded ultimately to 600,000 kilowatts. The plant will be located partly on reclaimed land on the seashore on the Straits of Malacca near Port Dickson, about 70 miles from Kuala Lumpur.

Second station

A second thermal power station included in the project is the Johore Bahru plant located at the southern end of the Malay Peninsula, opposite Singapore. Two generators with a combined capacity of 60,000 kilowatts, together with associated equipment will be installed at this station, which now has a 30,000 kilowatt capacity. Certain facililities also will be provided to accommodate the final 30,000 kilowatt unit to bring the plant ultimately to its full capacity of 120,000 kilowatts.

Total cost of the project is estimated at the equivalent of $51.1 million. The loan will cover the foregin exchange requirements and the remaining costs will be covered by the NEB with Government assistance. Contracts for equipment and construction work are being awarded on the basis of international competitive bidding.

The NEB, established in 1949, is the main supplier of electric power in the States of Malaya. By 1970, NEB's total generating capacity will be more than 700,000 kilowatts, five times its capacity in 1958. The growth of the industrial load is expected to remain at the present high rate for several years. Among new industries expected to begin or greatly expand operations are chemicals, oil refining, steel plants, and diversified small industries on industrial estates.

The loan, guaranteed by the Government of Malaysia, will be for a term of 20 years.

TRADE CENTERS, FAIRS, MISSIONS, pages 8-15

United States overseas

The export promotion dates on these three pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. trade center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described on the opposite page.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade center shows, held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Space fully booked

Specialized machine tools, Packaging machinery, and industrial instrumentation. MEXICO. A $1.3 billion industrial development program signals a promising opportunity for U.S. manufacturers to expand sales in neighboring Mexico. **U.S. solo exhibition. Mexico City. Aug. 1-13.**

Space fully booked

General industrial, office and agricultural machinery. TURKEY. Machinery and equipment in the following categories will be exhibited: general industrial, agricultural, office machinery, construction, materials handling, food processing and packaging. American firms can participate in this international trade fair only through their agents and distributors in Turkey. The Turkish Government will make an additional import allocation available to participants in national pavilions. Final date for filing for this allocation was March 18. **International Trade Fair, Izmir. Aug. 20-Sept. 21.**

Space fully booked

Nuclear materials, equipment, instrumentation and services. SWITZERLAND. American manufacturers in the nuclear field have the opportunity to exhibit their products before an international audience of key representatives of industry and science. Product categories include power and research reactors and components, fuels, control instrumentation, laboratory research equipment and instrumentation, supply and applications of radioisotopes, particle accelerators and accessories, health physics, labeled chemicals and special supplies, civil engineering and design, uranium prospecting and mining and treatment of radioactive waste. A major six-day technical meeting is held in conjunction with this event. **U.S. commercial exhibition, International Nuclear Industries Fair (NUCLEX 66), Basel. Sept. 8-14.**

Space fully booked

Equipment and accessories for the pulp and paper industry. SCANDINAVIA. Northern Europe represents a major market for U.S.-produced pulp and paper-making equipment and processing supplies. Forest product industries in the Nordic area continually are re-assessing their plant equipment requirements. Producers are anxious to secure machinery, instruments and accessories derived from recent U.S. research and development, as well as high quality items with proven performance ratings. **Stockholm Trade Center. Sept. 13-21.**

Space fully booked

Laboratory apparatus, analytical and test instrumentation. ITALY. In the next five years, Italian Government and private research institutions will triple their expenditures for scientific research. To help American suppliers increase their 17% share ($3.4 million) of the rapidly expanding market for scientific and laboratory instruments in Italy, the U.S. will stage an exhibit featuring physical properties testing machines, non-destructive testing machines, instruments for physical and chemical analysis, electric and electronic measuring and checking devices, transducers and related apparatus, high quality standard laboratory appliances, and educational aids for secondary school laboratories. **Milan Trade Center. Sept. 16-22.**

Space fully booked

Equipment for the aviation industry. JAPAN. The overwhelming majority of aircraft registered in Japan are of U.S. origin. In what amounts to a built-in market, U.S. suppliers of aircraft maintenance and ground support equipment, communications, and navigation equipment will encounter a receptive audience. **Tokyo Trade Center. Sept. 19-27.**

Industrial equipment. BULGARIA, HUNGARY. Food processing and packaging machinery; machinery for manufacture of chemicals and plastics; specialized machine tools and metalworking equipment; sophisticated agricultural machinery and equipment; building and construction equipment; medical laboratory and measuring instruments and equipment. **U.S. Trade Mission.** Business Proposals accepted until **Aug. 15. Oct. 1-29.**

Environmental testing equipment. GERMANY. Research, development and quality control programs conducted by German manufacturers, commercial and scientific institutes and government agencies are being expanded. Market prospects reportedly are excellent for simulation equipment and testing

exhibitions

instruments of all types. This is the first U.S. commercial exhibition in this field. **Frankfurt Trade Center. Oct. 5-12.**

Chemical processing equipment. ITALY. Expanding chemical industries need durable, high-capacity equipment for extreme operating conditions. Exhibit coincides with International Chemstry Review Conference and Sixth Chemical Equipment Exhibition (MAC-66) in Milan. **Milan Trade Center. Oct. 8-16.**

Industrial equipment and metalworking machinery, consumer goods, food processing and packaging machinery, animal feed equipment. IRELAND, PORTUGAL. U.S. Trade Mission. Business proposals should be submitted by Sept. 1. Mission is scheduled for **Oct. 15-Nov. 12.**

Light industrial and metalworking equipment, construction equipment and materials, food processing and packaging equipment, agricultural machinery, consumer goods. NIGERIA. U.S. Trade Mission. Business proposals should be submitted by Aug. 12. Mission set for **Oct. 15-Nov. 12.**

Apparel and household textiles. SCANDINAVIA. North Carolina firms seeking to promote North Carolina-produced apparel and household textiles should contact Mr. Edward Mercaldo, Export Development Coordinator, North Carolina Department of Conservation and Development, Raleigh, N.C. Demand for imported wearing apparel and textile products continues strong in the four-country Scandinavian market, made up of Norway, Finland, Denmark, and Sweden. U.S. fashions, especially in the sportswear lines, have found wide acceptance throughout the area. **Stockholm Trade Center. Oct. 24-29.**

Production equipment for the electronics industries. JAPAN. There are now more than 2,800 electronics manufacturing facilities in Japan. A combination of rising wage rates and the increased emphasis on the production of industrial electronics has created a virtually untapped market for a wide range of specialized equipment urgently required for more efficient electronic equipment and component production. Competition from European sources in the lucrative Japanese market is not considered a factor. A recent similar exhibit featured at the Trade Center in Frankfurt revealed U.S. production equipment to be five to seven years ahead of European developments. **Tokyo Trade Center. Oct. 25-Nov. 2.**

Light industrial machinery. HONG KONG. A rapidly expanding industrial base facing rising labor costs has created a large potential market for U.S. manufacturers. Featured product lines will include welding and soldering equipment, power hand tools, stamping and forming machines, plastic extruders, electroplating and spray painting equipment and equipment for bagging, sealing and blister packing. **U.S. solo exhibition, Hong Kong. Oct. 31-Nov. 11.**

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas officers or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Week promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Week, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Sample Displays

"A Sample Display Center is just what the name implies—a place to show samples of U.S. products," Secretary Connor has said.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors. Centers are in Beirut, Manila, Nairobi, and Bangkok.

They are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact any of the Department's 42 Field Offices.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

In an effort to achieve these objectives, the Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, Bureau of International Commerce, Office of International Promotion, Department of Commerce, Washington, D.C. 20230.

Oceanographic equipment. WESTERN EUROPE. European government agencies and scientific institutes are expanding their programs to increase knowledge of the sea and the ocean floor. Overseas business firms are looking with more interest at the sea's commercial possibilities. American companies with advanced hardware and services within the various oceanographic fields will benefit directly through the first U.S. commercial exhibition in this field. **Frankfurt Trade Center. Nov. 2-9.**

Hospital equipment and furnishings. UNITED KINGDOM. Annual expenditures of $36 million for hospital equipment are called for in the British government's 10-year hospital expansion program, and the replacement market for existing hospital equipment represents $70 million. American manufacturers can benefit from this growing market and a marked British preference for U.S. products due to their technical superiority by participating. This exhibit will feature medical electronics, surgical, diagnostic, disposables, nucleonic, laboratory, and other equipment for hospital, medical, nursing, and doctors' services. **London Trade Center. Nov. 9-16.**

Food processing and packaging equipment, chemicals, light metalworking equipment, general industrial machinery. LIBYA, TUNISIA, MOROCCO. U.S. Trade Mission. Business proposals should be submitted by Oct. 1. Mission scheduled for **Nov. 12-Dec. 10.**

Welding and Cutting Equipment and Supplies. NORTHERN EUROPE. Both light and heavy industry throughout the region are experiencing substantial growth. Metalworking and assembly operations, particularly those requiring highly portable equipment as well as products used with new alloys, are prime markets for modern American equipment. This trade promotion event is a sequel to the very successful U.S. Commercial Exhibition staged at the International Welding and Cutting Show, held in Germany in 1965. Visitors from Denmark, Finland, Norway and Sweden, representing a wide range of manufacturers and service industries expressed intense buying interest in advanced U.S. equipment on display. **Stockholm Trade Center. Nov. 14-19. NOTE: This exhibition was originally scheduled for Nov. 9-16.**

Packaging materials and machinery. FRANCE. Growing demand for higher productivity and new packaging techniques increased the rate of growth of this market from a relatively constant 15% to 18% between 1964 and 1965. American products have not yet been widely enough promoted to obtain a major share of imports. The most promising opportunity to reach this market is the biennial International Packaging Exhibition, which attracted more than 87,000 professional men in 1964. **U.S. commercial exhibition, International Packaging Exhibition, Paris. Nov. 13-21.**

Operation Seek and Find. SOUTHEAST ASIA. Timed to coincide with the First Asian International Trade Fair which will attract major buyers, agents, and distributors from all over Southeast Asia, this Sample Display type of exhibit will feature transportation and communication equipment, building materials, medical and educational equipment, and electrical consumer goods. **Bangkok Trade Center. Nov. 15-Dec. 15.**

Electronics equipment. ITALY. Country's fast-growing electronics industry continues to offer increased opportunities for U.S. exporters of electronic equipment. U.S. producers now supply 27% of the market for advanced components in Italy with demand for sophisticated U.S. goods growing. Exhibit coincides with International Automation and Instrumentation Exhibition in Milan. **Milan Trade Center. Nov. 19-25.**

Self-service and supermarket equipment. JAPAN. U.S. manufacturers will expose retailing equipment to Japanese buyers in an attempt to capture an even greater share of Japanese imports. A reported $100 million market for equipment will exist through 1972, when a major plateau in retail store constructions should be reached. U.S. products are already well-known and the sales outlook appears promising. **Tokyo Trade Center. Nov. 22-Dec. 1.**

Metal-cutting, metal-forming tools, machinery, and automotive service, repair and maintenance equipment. VENEZUELA. A massive economic development plan calling for a total investment of $1.7 billion through 1968 is opening numerous and varied export sales opportunities for suppliers of industrial equipment in Venezuela. **U.S. solo exhibition. Caracas. Nov. 22-Dec. 2.**

Microfilming, reprographic, and advanced documentation equipment. GERMANY. Recent changes in German law now make microfilm records legal. This and other developments offer new and important sales opportunities for U.S. manufacturers. In addition to microfilming, storage, and retrieval needs, there are expanding markets within many segments of the reprographic facilities of the nation. Document handling services of libraries, banks, insurance companies, and commercial firms are growing rapidly and require sophisticated equipment of many types, including products for "in-house" reproduction centers. American firms with experience in systems selling will have important competitive advantages; knowledge of applications of reprographic equipment is desired by German institutional and business interests. **Frankfurt Trade Center. Nov. 30-Dec. 7.**

Advanced animal husbandry equipment. UNITED KINGDOM. The mechanization of British farming and other factors offer good sales opportunities for U.S. manufacturers of animal husbandry equipment. British purchases of a range of machinery relating specifically to animal husbandry exceeded $15 million last year and the trend is up. **London Trade Center. Dec. 6-16.**

Agricultural machinery and equipment. THAILAND. A primary producer and exporter of agricultural products, Thailand offers U.S. manufacturers of agricultural and irrigation equipment and machinery excellent prospects for both immediate and long-range sales. The Thai government is encouraging farmers to increase output. To meet the demands of rising population and increasing industrialization, more modern agricultural methods and machinery are urgently needed. **Bangkok Trade Center. Jan. 11-24, 1967.**

Specialized electronic systems and instrumentation. JAPAN. U.S. suppliers sold over $64 million worth of commercial, industrial, and military electronic equipment to Japan in 1964. The market for these products is growing as high buyer receptivity to latest U.S. equipment and techniques becomes increasingly evident. **Tokyo Trade Center. Feb. 20-25, 1967.**

Buyers from 30 lands at Munich dairy show

Buyers from over 30 countries registered at the American exhibit at the International Exhibition of Dairy Equipment in Munich, July 4-9, with final attendance at the six-day show estimated at more than 30,000. Thirty-one U.S. firms were represented at the exhibition.

By the close of the dairy show, U.S. exhibitors had totaled $332,821 in immediate sales, with future sales projected at $13,525,500.

European agents handling dairy equipment came to the show ready to negotiate, and by the end of the exhibition, 26 agents for U.S. products had been appointed. An additional 66 agency agreements were under serious discussion as the show closed.

In addition to the agencies established, six combination distributor-licensee arrangements were being planned.

The outstanding success among the U.S. companies represented at the show was Scholle Container Corp., whose projection of sales over the next 36 months totaled $7.5 million. The company took advantage of the international exhibition to introduce its advanced concepts of packaging liquids in polyethylene bags inside cardboard cartons.

Over half the attendance at the exhibition was from outside Germany, due in part to the fact that the World Dairy Congress was held in conjunction with the equipment exhibition.

COMPANY TECHNICIAN DEMONSTRATES Lincomatic forming, filling, and sealing machine for plastic-coated milk cartons (above) to a group of customers. Doyle Udy, president of Udy Analyzer Co. (below left), shows his line of protein analysis and testing equipment to potential German buyers and agents.

GERMAN OFFICIALS at the Munich dairy equipment exhibition included President Heinrich Luebke (second from left), and Bavarian agriculture minister Alois Hundhammer (second from right). They are welcomed to the American exhibit by U.S. commercial attache Paul Brent (left). Zero Manufacturing Co. representative (below right) discusses company's milking machines, milk storage facilities and bulk milk handling equipment with prospective buyers.

SOLO EXHIBITION OPENS

Mexico seeks U.S. tools

Over 100 U.S. firms will exhibit machine tools, instrumentation and packaging equipment

By CHARLES T. REYNER

Deputy Director

Office of Publications and Information, DIB

MEXICO CITY—The biggest overseas display of American goods ever staged in the Commerce Department's five-year-old program to increase exports through commercial exhibits in international trade fairs and U.S. Trade Centers, opens here Aug. 1 for 13 days.

More than $1 million worth of advanced U.S. equipment—machinery and instruments of the type that Mexico most needs to consolidate its industrial development—go on display in the 95-booth, 40,000-square-foot exhibit when Commerce Secretary John T. Connor and Mexican Secretary of Industry and Commerce Octaviano Campos Salas, assisted by U.S. Ambassador Fulton Freeman, cut the ceremonial ribbon.

A total of 116 U.S. firms—108 manufacturers and 8 combination export managers—are represented in the U.S. industrial equipment exhibition of metalworking machine tools, scientific and industrial instrumentation and packaging machinery. Their products are the most advanced in U.S. design, engineering and manufacturing. About half are being shown here for the first time.

The Exhibition is sponsored by the Commerce Department's Bureau of International Commerce and is being staged here through the combined efforts of the American Embassy's Commercial Section and a team of BIC exhibit and market development specialists.

"There is every reason to expect that the achievements of this Exhibition will match its size and scope," according to Douglass K. Ballentine, Commercial Attache at the Embassy here. "The timing is perfect, the products are right and there is intense interest throughout the Mexican industrial community."

One manufacturer, who is investing 43,750,000 Pesos ($3.5 million) in a new plant near here, expressed a typical Mexican industrial reaction when he told the U.S. Exhibition staff that "this type of trade fair is what Mexico needs in order to expand its manufacturing into quality control."

SITE OF THE EXHIBITION is Mexico's new National Auditorium, a central attraction in Mexico City. The auditorium is used for many public events, from ballet and concerts to sports events and trade shows.

The Exhibition comes at a time when Mexico is already moving into a modern manufacturing economy, after a rapid advance from an agricultural economy through the "assembly stage" in which finished goods of all kinds have been produced with a high percentage of imported parts and components.

During the last ten years the Republic's gross national product has increased by an annual average of 6.1 percent, nearly double the growth rate of Latin America as a whole.

The Mexican Government's 1962 industrial development program, calling for the creation of 450 new industries, is now nearly 90 percent complete and has resulted in a capital investment of $1.3 billion. A recently-announced continuation of this plan calls for an additional 370 new industries and a further capital investment of $1.3 billion.

Products needed in Mexico

The products in the U.S. Exhibition were selected after extensive market surveys of the Mexican industrial scene. They have been confirmed by Mexican Government officials as being those most needed by industry in its drive for greater diversity, lower unit costs, more effective quality control and higher productivity. These are objectives stimulated by increased domestic demand fueled by a rising standard of living and by the need for a better competitive position in the world's markets.

A five-month market development campaign, which began with identification of more than 14,500 key leaders of Mexican industry and climaxed with personal calls by Embassy personnel and BIC market development officers on a "blue ribbon" list of 640 prime prospects, revealed customers for virtually all types of equipment displayed. It has produced an average of six prospective agents or representatives for each of the 28 exhibiting manufacturers new to this market.

The demonstrated demand is not limited to the items actually on display, however.

"This Exhibition means even more to us than an opportunity to see all of this

modern equipment in operation," a Mexico City manufacturing executive told Market Development Officer M. G. Garcia.

"It is almost as important to us to be able to talk with the manufacturers' technical people, explain our production problems to them and get their suggestions for the kind of equipment we need," he explained. "Sometimes, we can work out these problems with a company's Mexican agent or distributor, but more often we have to go to correspondence, and then it becomes very difficult."

A Monterrey manufacturer of ceramic tile, whose exports are increasingly important to himself and to Mexican foreign exchange earnings, illustrated this view. Although he knows the Exhibition of packaging machinery and equipment includes nothing he can use, he has said he will be here to ask exhibitors to help him identify the kind of equipment best designed to pack and protect his fragile product.

A Mexico City manufacturer who is about to introduce a new line of food products expects to purchase all of his packaging machinery and equipment at the Exhibition.

Established Mexican representatives of U.S. firms are equally interested in the Exhibition because of the opportunity it will give them to become familiar with all the newer products in their principals' lines, products they have never seen and know only from specifications and sales literature.

The market development campaign has been one of steady buildup since the first of March, before more than half the U.S. firms that would participate or what specific items would be shown were known. The first step was the initial identification of Mexican firms known to be users of the general categories of equipment planned for the Exhibition.

Markets studied in advance

During the next three months, as the staff signed up more exhibitors and sent the specifications and literature on the specific exhibit items to the Market Development group here, this list of potential customers was revised and refined until, by the end of May, it included the names of key executives of nearly 15,000 important Mexican firms.

In early June, mailing to these prospects included a leaflet describing the nature and purpose of the Exhibition and official invitation. The invitation was necessary because, except on weekends, admission is limited to qualified businessmen.

This mailing stimulated a flood of written and telephone requests for additional information about specific items of equipment and for additional invitations.

The requested invitations were provided—more than 10,000 up to the last week before opening day—and the Market Development staff began the task of analyzing all inquiries to pinpoint a "blue ribbon" list of those firms known to have a firm interest in either buying particular types of equipment or in negotiating an agency or distributorship agreement with one or more of the exhibiting firms not yet represented in this market.

A reminder mailing in early July produced additional requests for information and invitations and was followed by further analysis to identify the elite prospects.

Meanwhile, members of the Embassy's Commercial Section and the Market Development staff began their personal calls on the growing prime list, armed with the sales literature—and in some cases the full catalogues—of exhibiting firms.

It has been these calls, and particularly the cases in which the literature and specifications had been provided in Spanish, that have stimulated much of the broader interest in the Exhibition.

Because domestic production of metalworking machine tools is far behind the level of advancement and sophistication of other major industries in Mexico, manufacturers here have shown a special interest in automatic equipment of all kinds.

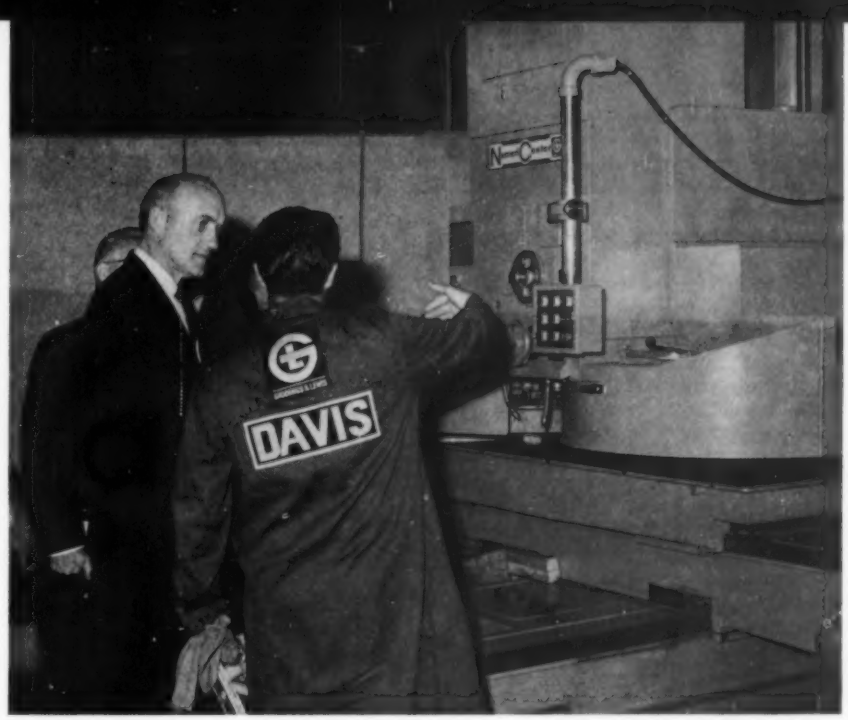
The timing of the Exhibition coincides with steadily rising demands in the Mexican market, which totalled $31 million in 1964; with a rapid shift in Mexican imports from basic to more advanced and specialized tools, and with increasing competition from Western Europe and Japan. The U.S. had 62 percent of the Mexican market for this equipment in 1964 after having dropped, between 1961 and 1963, from 66 to 39 percent.

Demand to increase

Mexico's present $15 million annual demand for instrumentation will increase to between $27 and $30 million in the next five years, according to market surveys. The U.S. now holds about 75 percent of this market but is being increasingly pressed by suppliers in Western Europe and Japan.

Although the demand for instrumentation cuts across the entire Mexican industrial sector, market studies and the market development work now being done by the U.S. Exhibition staff reveal that the chemical and petrochemical industries offer the greatest opportunities for sales of U.S. equipment.

Total investment in the Mexican chemical industry is expected to reach $1.1 billion—almost double its 1964 level—by 1970, according to studies by Mexico's National Bank. Approximately $12.4 million of this sum will be ear-



FEATURED EXHIBIT in the machinery section of the exhibition is this numerically controlled vertical spindle boring, drilling, and milling machine manufactured by the Giddings & Lewis Machine Tool Co. A company technician explains the machine's operation to U.S. Ambassador to Mexico Fulton Freeman.

marked for instrumentation. The petrochemical industry is expected to grow even more rapidly because of the strong support it receives from the Mexican Government.

Although most of Mexico's potential buyers of packaging machinery are generally familiar with American equipment through frequent attendance at the major packaging industry shows in the U.S., they have demonstrated an intense interest in the upcoming event here because it will give them an opportunity for more thorough study of product lines that were specifically selected to meet their needs.

Increasing demand, sparked by rising standards of living throughout Mexico, is stimulating a revolution in the nation's distribution system. The economy is now moving out of a low-volume, short-run situation, in which modern packaging methods were impractical, to mass marketing in which both the per-unit cost and the sales appeal of packaging are important factors.

In the past, for example, all aerosol packaging for the cosmetics, pharmaceutical, chemical and paint and varnish industries throughout Mexico has been done by contract packaging firms. Today more individual producers have achieved sufficient volume to justify installation of their own aerosol filling equipment.

This Exhibition gives the American packaging industry its first mass exposure in Latin America, although the industry has been active in other Commerce-sponsored exhibitions in Europe and Asia, since it was represented at the Royal Netherlands Industries Fair in Utrecht in 1963.

Packaging exhibits frequent

A packaging machinery exhibit was the first show when the U.S. Trade Center was opened in Stockholm a year ago last March. U.S. packaging machinery and equipment manufacturers have also introduced their specialized product lines at U.S. commercial exhibits in Frankfurt, Milan, Barcelona and Tokyo.

Fifty-eight of the 148 participants in these Commerce-sponsored commercial shows were new to those particular markets and they used the events to locate agents and distributors to insure their continued representation.

U.S. metalworking machine tools and scientific and industrial instrumentation also have had worldwide exposure through the U.S. Governments commercial exhibitions.

During the last two years, Bureau of International Commerce international trade exhibits have shown U.S. metalworking machinery and equipment to the sophisticated industrial markets in Europe and the developing market of Latin America and the Far East. One of the most successful of these commercial exhibits was presented in the 1965 Trade Fair for Welding and Cutting in Essen, West Germany. The 23 participating U.S. manufacturers appointed a total of 74 agents to represent them in 20 countries.

U.S. companies have also exhibited and sold specialized machine tools in Milan; metal surface finishing equipment in Tokyo; handpowered and light machine tools in Barcelona; machine tools in Singapore; and metalworking machinery and equipment in Bangkok and Lima.

Five previous Commerce-sponsored instrumentation exhibits in Europe during the last two years have helped these U.S. manufacturers increase their export volume, appoint a total of more than 50 new agents, and generally strengthen their competitive position in world markets.

Two of these promotions have been held in London and one each in Stockholm, Duesseldorf and Frankfurt. The BIC, the U.S. Atomic Energy Commission and industry will join in September at Basel, Switzerland, in an exhibit and promotion of nuclear instrumentation in NUCLEX '66, the first international nuclear industry fair.

The U.S. Industrial Equipment Exhibition here includes the products of 40 manufacturers of metalworking machine tools, 53 manufacturers of instruments and 15 manufacturers of packaging machinery and equipment.

Boring machine featured

A numerically controlled vertical spindle boring, drilling and milling machine manufactured by Giddings and Lewis Machine Tool Co., Fond du Lac, Wisc., is the featured exhibit in the machinery section of the Exhibition. It is the first time this machine has been shown in Mexico and the second time it has been demonstrated outside the United States.

A display and demonstration by Beckman Instruments, Inc., of Fullerton, Calif., of infrared and ultraviolet spectrophotometers, gas chromatograph recorder, flame photometer, universal counter/timer, electrolytic hygrometer, conductivity unit and process gas chromatograph will be the feature of the Instrumentation Section of the Exhibit.

Electronics show planned for fall at Milan as Italian demand for components increases

Advanced products such as microcircuits and semi-conductors to be shown in conjunction with international instrumentation and automation exhibit

Demand for some categories of electronic components in Italy is expected to increase by 40-50% in the next two years, and all types of components are in steadily rising use. The growth of Italy's electronics industry has continued unchecked despite past slowdowns in some other areas of the Italian economy.

The exhibition of advanced electronic components scheduled for the U.S. Trade Center in Milan, Nov. 19-25, offers, U.S. manufacturers an ideal opportunity to show and sell their products to willing Italian buyers.

Italian purchases of foreign-made electronic products were valued at $40.3 million in 1964, of which 27% was supplied by the U.S. A market survey conducted for the Commerce Department's Bureau of International Commerce shows that about 60% of the Italian demand for basic semi-conductors, magnetic materials, and waveguide devices is supplied by foreign firms, and as much as 90% of the more advanced types of components are imported.

The largest Italian consumer of professional electronic components is the telecommunications industry, which is now executing a five-year plan calling for $1 billion in new investment by 1970. Other major users of electronic components include the defense industry and data processing.

The Trade Center show will coincide with the Milan Trade Fair's International Automation and Instrumentation Exhibition, the largest show of its kind in Italy.

U.S. firms interested in exhibiting at the show should contact the Bureau of International Commerce (code 934), U.S. Department of Commerce, Washington, D.C. 20230 (Phone: Area code 202-WOrth 7-5127), or any of the Department's 42 Field Offices.

Record sales posted by U.S. firm's agent at Frankfurt Center

AUTOMATIC WIRE BONDER is demonstrated (above) by a Kulicke & Soffa technician to interested French engineers. Negotiations are in progress (below) over sales terms for precision welding machines.

INTERESTED EUROPEAN PRODUCERS in the semi-conductor field examine Kulicke & Soffa's latest contamination control equipment in the company's booth at the recent display at the Frankfurt Trade Center.

The versatility and usefulness of U.S. Trade Centers was shown recently by the outstanding success of one company making use of the Frankfurt facilities between major shows. Kulicke & Soffa, AG, the Swiss subsidiary and agent of Kulicke & Soffa, Fort Washington, Pa., organized a six-day show of semi-conductor equipment at the Center, June 27-July 2, and by the end of the exhibition the Swiss representative of U.S. firms had sold $2.6 million worth of machinery to European buyers.

The sales made at this one show represented one-fourth of the company's normal total annual sales. Helmut Seier, general manager of Kulicke & Soffa, AG, reported that sales during the next 12 months for the 20 U.S. firms he represents are expected to top $5 million. The exhibition was unique in that it featured only semi-conductor production equipment, and no other sections of the electronics industry.

"Semi-Conductor 1966" holds the sales record for between-show promotions at U.S. Trade Centers. Almost every important European user of semi-conductor equipment was in attendance, with visitors totaling 600. The majority were from Germany, but significant groups came from such countries as France, Switzerland, the United Kingdom, Yugoslavia, and the USSR. East European interest in production equipment was high.

Kulicke & Soffa, AG, has already applied for use of the Frankfurt Trade Center for a similar show in June, 1967.

GATHERED AROUND BONDING MACHINE, prospective buyers hear product engineer (left) describe machine's features and operational methods.

Worldwide Business Outlook pages 16-20

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: **Netherlands'** crude oil production in 1966 will increase at least 5% above the 1965 level of 2.4 million metric tons. Last year's level equalled 12% of total Dutch requirements . . . January-May imports from U.S. ($155 million) to **Switzerland** increased 18.2% over the same period of 1965. Total imports were up 5.4% to $1,590 million . . . First International Carpet and Floor Covering Exhibition and Second International Lighting Exhibition to be held Jan. 20-25, 1967, in Paris, **France** . . . **India** has eliminated import duty on cashew nuts. Previously they were assessed a duty rate of 50% ad valorem . . . **Guinea's** first aluminum fabricating plant, a wholly-owned subsidiary of Harvey Aluminum, begins production of sheet roofing, pots and pans . . . **Jordan** rescinds its ban on imports of diesel powered buses. Import licenses may now be issued . . . Industry in **Norway** plans to increase investment during 1966 by 40% over the actual level of investment last year. A particularly large expansion is planned in the primary iron and metal industry and the chemical industry; actual investment during the first quarter of 1966 was 7% above that of the first quarter of 1965 . . . In the first five months of 1966, **Spain's** imports rose to $1,585 million, a 35% increase of the same period in 1965 ($1,174 million); of the total, $281.3 million or 17.7% came from the U.S. Exports rose to $491 million, 33.3% over the same period the previous year. Of this total, $52 million or 10.6% were shipped to the U.S.

UNITED KINGDOM

Austerity moves related

Ten economic measures announced to reduce pressure on pound, curtail domestic demand

Prime Minister Harold Wilson of the United Kingdom has announced a new series of stringent economic measures designed to curtail domestic demand and reduce the strong pressures on the pound which have occurred during the last several weeks.

The Prime Minister had indicated recently, when the bank rate was raised from 6 to 7%, that some drastic measures would be introduced shortly.

The major specific measures follow:

- There will be a wage and price freeze for a period of six months, followed by a further six months of severe restrictions. The freeze is intended to stabilize income growth for six months followed by a limited expansion during 1967. From then on, increases in incomes are to be in step with national output. Firms are being asked to hold down dividends during the next 12 month period.

The Government has indicated that it will rely on voluntary action to achieve its objectives, but it intends to strengthen the provisions of the Prices and Incomes Bill and redefine the role of the Prices and Incomes Board.

Voluntary action

- The purchase tax on various manufactured goods and the excise duties on alcoholic beverages, hydrocarbon oils, gasoline substitutes, and power methylated spirits will be increased by 10%.
- Installment credit will be tightened. The required down-payment on cars, motor cycles, and trailers is raised to 40% from 25% and the maximum repayment period shortened to 24 months. The down-payment on all domestic appliances, except kitchen stoves and water heaters, is increased to 33⅓%, with the repayment period remaining at 24 months. These changes will cut installment buying by an estimated $448 million.
- Programs will be implemented to reduce overseas military expenditure and economic aid by $280 million.
- Basic travel allowances for persons traveling outside the Sterling Area will be reduced from $700 per year to $140 per year starting November 1, 1966. It is expected, however, that the new limit will be applied immediately in most cases. Other exchange measures include the reduction of cash gifts to residents outside the Sterling Area from $700 to $140 per year, and the requirement that emigrants now obtain foreign exchange in amounts over $14,000—the limit set for purchase at the official rate—through the investment currency market at premium rates.
- In order to encourage expenditures by foreign tourists there will be introduced a one-year experimental scheme under which development loan assistance could be offered for the building, expansion or modernization of hotels, where it can be shown that this will result in significant increases in earnings from overseas visitors.
- Investments by nationalized industries will be reduced by $266 million during the fiscal year 1967/68.
- The control of office building will be extended to the whole of Britain south of a line from Norfolk to the borders of Hampshire and Dorset and will include projects costing less than $280,000 but more than $140,000. Previous control was limited to projects costing $280,000 and over.

Deferring investments

- The British Government also plans deferments in its public investment program in order to reduce demands on resources by $420 million in 1967/68 and expects to significantly reduce such expenditures in the current year. It is not planned, however, to reduce expenditures on schools, hospitals, and government-financed factories in development areas. Further cuts amounting to $154 million will be made by curtailing investment by both central and local government authorities in projects such as swimming pools, local government offices and other similar projects.
- In the field of income tax, a one-year surcharge of 10% will be levied on surtax liability for the fiscal year 1965/66, which is due for payment on Sept. 1,

SHOPPERS IN LONDON (above) and all areas of the U.K. will find higher taxes on consumer goods, a stricter installment credit policy under new controls.

1967. This measure is expected to yield an additional $73 million in revenue.

The Government estimates that these measures will reduce total demand by approximately $1.4 billion and would result in a yearly saving of $700 million on the U.K.'s overseas payments. This would enable the U.K. to achieve a surplus in its balance of payments in 1967 and reduce the current year deficit to $200 million. Unemployment, which is about 1.1%, is expected to double during the next nine months.

Impact on U.S. exports

It is too early at this stage to determine what impact these measures will have on U.S. exports to the United Kingdom. The level of exports will depend on the extent to which British efforts to encourage the modernization of their industry are successful and on the level of overall economic activity in the U.K.

On the other hand, tourism from the United Kingdom can be expected to drop off sharply as the result of the new exchange control measures.

Rising Philippine motion picture production in 1965 caused by growth of independents

Philippine motion picture producers completed 195 feature movies in 1965, about one-third more than 1964 production of 145. Much of the increase can be attributed to the growth in independent producers, many of whom are actors, actresses, or directors who strike out on their own in the potentially more lucrative production aspect of the industry.

In 1965, of the 50 producers active in the Philippines, 20 were independents who produced only one film each. The leading producer in 1965 was Tagalog Ilang-Ilang Productions with 27 features.

The cost of production continues modest by U.S. standards. The average Philippine feature film takes about three weeks to film and may be shown in Manila theaters less than a month after shooting began. Although there have been some films co-produced by Philippine companies and foreign producers for the international market, this practice does not appear to constitute a trend.

During 1965, the 700 motion picture theaters in the Philippines exhibited 564 films, with 369, or about 65%, being foreign films and 195 being Philippine productions. This compares with 534 feature films released in 1964, with the Philippine releases accounting for most of the increase.

Of the 369 foreign feature films released in 1965, the U.S. accounted for 198, or about 54%, 52 were Italian, 34 British, with 85 coming from other foreign suppliers (Japan, France, Hong Kong, West Germany, and others).

KENYA

Consumer demands rise

Imports soar to new record in 1965 but drought, crop disease cause slowdown in agriculture

Kenya's demand for both consumer and capital goods gained strength in 1965 although domestic production experienced some difficulties.

Imports soared to a record $282 million during the year, an increase of 23.4% over 1964, while exports climbed by 4.1% to a level of $214 million. This high rate of imports should be maintained for some time since large amounts of capital goods will be required to attain the 6.3% annual increase in Gross Domestic Product projected by the recently revised Development Plan for 1965-70. The steady flow of workers from the subsistence sector to the monetary economy is continually strengthening the demand for consumer goods.

The slowdown in domestic production was particularly evident in the economy's most vital sector, agriculture, where drought and crop diseases were largely responsible for a decline in production of most cash crops.

Incomplete data indicate that some decline was also experienced in the construction, mining and commercial sectors during 1965. Production rose moderately in the industrial sector, reflecting a revival of investor confidence which led to the establishment of several large enterprises during the year involving heavy commitments by U.S. and other foreign investors.

Maize harvest poor

The drop in farm output can be attributed in most cases to temporary factors unlikely to recur in 1966. The decline in production of maize, Kenya's traditional subsistence crop, is of a more permanent nature. Although drought was partly to blame for the poor maize harvest in 1965, low, uneconomic returns encouraged farmers to substitute more profitable crops for maize and changes in traditional diet habits continued to weaken demand for maize in favor of wheat. Wheat deliveries in 1965 totaled almost 4,000 tons more than the 1964 record of 131,000 tons, but domestic production was unable to keep pace with the 30% rise in consumption and present plantings will likely be supplemented by imports again this year in 1967.

Production of export crops during 1965 also was affected by the drought. Although the coffee crop overcame the adverse weather and attacks of coffee berry disease to climb slightly over 1964, export earnings for this product fell because of a smaller volume of exports and a decline in quality caused by the entry of inexperienced farmers into coffee growing. Losses would have been greater had it not been for the price benefits gained from the International Coffee Agreement.

Tea remained Kenya's second most important export product, although deliveries were slightly less than in 1964. As ambitious development projects undertaken by the Kenya Tea Development Authority begin to take effect, tea should become increasingly important to the Kenyan economy.

Although the agricultural sector is expected to rebound this year from the relatively slow 1965, long-term agricultural improvement will depend on success of the land settlement program. Under this project, about one million acres of European-owned farming land were transferred into African hands from 1961-65 and another 400,000 acres will be resettled beginning in July, 1966, with funds provided by the British Government.

The Kenya Government regards the settlement program as politically and economically desirable. It feels that the influx of the rural population into urban areas can be checked, and the potential of the agricultural sector fully realized, only if indigenous Africans are instructed in sound and profitable farming practices.

Developing farms

During the next five years, the Government will be focusing much of its development effort on African farms in an attempt to reach the target of 40% increase in productivity set for these areas in the new Development Plan. Less emphasis will be put on land take-over in the European farming areas so that gains already made in the settlement program can be consolidated.

Another important Government move to assist agricultural development was the establishment in April, 1965 of the

ROAD IMPROVEMENT PROGRAM sponsored by the Government is designed to provide Kenya's rich agricultural areas with better access to markets and processing plants.

Agricultural Development Corporation (ADC), designed to undertake projects not financially viable but considered to be in the national interest. Current ADC undertakings include sugar production, agricultural processing, afforestation, and livestock breeding.

Industrial production registered moderate gains during 1965, in contrast to the 12.4% reduction in gross farm revenue. Final data on manufacturing production and sales have not yet been published, but it is possible to compare the 1964 and 1965 performances of principal industries. Most industries showed increases in production, notably oil refining and cement, which shot up by 18.8% and 14.6%, respectively. Beer and soda ash production rose by 2%, while electricity generation showed an increase of 1.3% and electricity consumption rose by 2.1%. The sugar and cigarette industries experienced difficulties, however, with production decreases of 11.1% and 13.3%, respectively. The index of manufacturing production, which stood at 120 in 1964, is provisionally estimated at 128 for 1965.

The construction sector was not as active as expected, and the Economic Planning and Development Minister recently disclosed that in the coming year the Ministry would concentrate on encouraging the housing industry "which has the greatest potential in meeting our unemployment problems."

Mining developments

Although available statistics indicate that mining production decreased slightly during the year, three events in the industry are worth noting: the development of new markets for soda ash, the discovery of Wollastonite deposits, and the grant of an oil prospecting license to the BP-Shell Company for the North Eastern Province.

The economy's most optimistic development has been the sustained growth of tourism, Kenya's second most important foreign exchange earner. It is estimated that tourists spent about $21 million in Kenya in 1965 and the number of visitor days rose by 34% over 1964. Expansion of tourist facilities now being planned and the formation in early 1966 of the Tourist Development Corporation, which will act as a channel for all foreign aid and capital for tourist facilities, should make tourism an even greater foreign exchange earner.

The 4.1% increase in export earnings registered by Kenya in 1965 was highlighted by a doubling in petroleum exports, which reached a value of $13 million and put petroleum in third place among Kenyan exports. The big jump in petroleum sales offset losses in certain other commodities such as sisal and pyrethrum.

A KENYAN SURVEYS THE LAND under an intensive program to develop more productive farms.

Coffee remained the leading export earner, although 1965's sales of $39 million represented a decline of $3.6 million from the value of shipments in 1964. The exports were very close to the 1964 level of $17 million.

The 23.4% jump in imports was due mainly to increases in Kenya's purchases of motor vehicles, maize, crude oil, iron and steel, sugar, and paper and paper products. The United Kingdom was Kenya's biggest supplier, delivering goods worth $71 million and buying $28 million worth of Kenyan products. For the first time, the U.S. was the second biggest exporter to Kenya, with sales jumping by $11 million to $24 million in 1965, followed by West Germany with exports of $17 million.

Trade with African countries outside East Africa expanded slightly; meat was flown to West Africa, for the first time on the new Pan-American Airlines route and butter was shipped to Zambia.

A 5% increase in exports to Uganda and Tanzania helped raise the 1964 interregional trade balance by over $5 million to a level of $49 million in Kenya's favor. In an attempt to reverse the growing imbalance in its trade with Kenya, Tanzania late last year placed restrictions on a number of products which presently comprise about 38% of Tanzania's total imports from Kenya. Although this ban was too late to show its effect in 1965 trade figures, Kenyan exports to Tanzania will certainly be down in 1966. Uganda soon followed Tanzania's example and announced restrictions on a number of Kenyan goods, although they were not of the same magnitude.

Neighbors restrict imports

Official Kenyan policy is that retaliatory action will not be taken against Ugandan and Tanzanian imports, but the combined force of these restrictions on trade with Kenya has forced the Government and manufacturers to look elsewhere for markets. The recent decision at Addis Ababa to create an Economic Community of Eastern Africa may open up new trade vistas for Kenya, as well as for her two regional trading partners, but the problem of inadequate transportation has to be overcome.

For this reason, two feasibility studies for rail and road links with Zambia are receiving full support from all three East African countries, and Kenya is going ahead with plans for a highway link with Ethiopia. New rolling stock for East African Railways and Harbours was

ordered last year from Belgium and India, and three British VC 10 airplanes have been bought by East African Airways.

The desire of Kenya, Uganda and Tanzania to pursue individual development policies has hindered cooperative efforts to maintain the Common Market. A major feature of regional cooperation, a common currency, will be replaced before the end of the year by national currencies issued by separate national banks in each of the three countries. Ways of strengthening remaining regional institutions were recently studied by a commission appointed by the three Heads of State, but no official announcement of the commission's recommendations has been made.

Private investment plans

The revised Development Plan for 1965-70 aims at a total investment of $910 million during the five year period, 56% of which will come from the private sector. The Development budget is expected to total $258 million by 1970 with $171 million of this to be received from abroad and the remainder from direct capital investment by the Government and local sources. It is anticipated that the monetary Gross Domestic Product will increase by 6.3% annually.

Like most underdeveloped countries, Kenya's economy is heavily dependent on the export prices received for primary commodities, and the effect of the weather and plant and animal diseases on agricultural production.

Efforts to reduce the economy's reliance on agriculture have been apparent in the Government's drive to expand commercial and industrial activity through participation in industrial projects, encouragement of foreign investment, and development of new trade outlets. Nevertheless, it must be expected that there will be years, like the last, in which the general trend of growth is interrupted. Despite some years of relatively slow growth, such as 1965, however, significant expansion should be the general trend for the economy in the next few years.

Irish continue import levy

Ireland announced the extension to Sept. 30 of the special levy originally imposed on Nov. 2, 1965 ranging from 10% to 15% ad valorem on imports of specified items. In a separate announcement, Ireland also terminated their levy as of that date.

Ghana will sell eight companies to private sector

11 other enterprises offered for state-private management

The new Ghana Government is undertaking measures of considerable potential interest to firms seeking opportunities in investment, fee-service management, or contractual assistance.

Of the more than 50 state corporations inherited from the previous regime, many of which have been financially unsuccessful under state management, eight will be sold outright to private interests. The private sector will also be invited to participate in joint, state-private ownership and management in 11 other enterprises.

The following corporations will be sold as going concerns to the private sector: The Bakery, Cannery, Laundries, Marble Works, Timber Products, Tire Service, and Vegetable Oil Mills Corporations. The private sector has been invited to participate in joint, state-private ownership and management in the following corporations: the Boatyards, Rubber Tire, Film, Footwear, Furniture, Meat Products, Hotels, Paints, Pharmaceuticals, Publishing, and Sugar Products Corporations.

Balancing business

Ghana's move to restore the private business sector to a more balanced position in its economy opens opportunities, previously denied in large part, for American firms to establish themselves in a growing market.

At the same time that the government is emphasizing a more active role for private enterprise, the Ghanaian authorities, in agreement with the IMF and IBRD, have undertaken a comprehensive program of rehabilitation and financial reform to strengthen the economy. These measures include plans for reducing the budget deficit and an appropriate rearrangement of the foreign debt.

Information about all the enterprises listed above can be obtained from the Ghanaian State Enterprises Secretariat. In addition, letters of introduction can be obtained from the State Enterprises Secretariat to Managing Directors of any of the enterprises listed above to enable prospective buyers and participants to inspect the enterprises and examine their books.

Detailed bids as well as proposals for participation should be submitted in writing to: The Executive Secretary, State Enterprises Secretariat, c/o Office of the National Liberation Council, P.O. Box 1627, Accra, Ghana.

Indian steel manufacturer gets loan for expansion

The World Bank has made a $30 million loan to a privately-owned Indian steel company to help finance a project for increasing the output of saleable steel by one-third by 1970, to a total of one million tons.

The Indian Iron and Steel Co., Ltd., (IISCO), recipient of the loan, operates an integrated steelworks in Burnpur, a foundry at nearby Kulti, and iron ore and coal mines in eastern India.

The project now being financed, known as the Balancing Scheme, will make it possible to utilize an excess capacity by increasing the output of the primary production facilities in Burnpur's finishing mills. Iron production will be increased through improved raw materials and blast furnace practice and existing steel-making facilities will be modified and expanded. These developments will permit production of 300,000 additional tons of crude steel.

IISCO's steel products are in great demand and the firm should be able to market without difficulty the additional saleable steel output of nearly 250,000 tons, consisting mainly of billets, structurals, bars and sections.

The Bank loan will cover most of IISCO's foreign exchange requirements during the construction period, 1966-1970. The rupee needs will be met from IISCO's own resources and from long-term borrowing in India.

Spain issues new rules for cement importation

Henceforth, all cement imported into Spain must comply with the following regulations: Packaging must be of paper, vegetable fibre, or any other material impervious to tearing; each bag must clearly bear the producer's name and country of origin of the merchandise, and persons applying for an import license must include this information in their declaration.

All cement imported for domestic consumption is subject to inspection by the Quality Control Section (SOIVRE) of the Spanish Bureau of Customs.

Colombia issues five decrees to provide for new taxes and amend existing levies

Foreign travel, passenger vehicles, cattle raising, sales of luxuries, and real estate among items affected by Government action

The Colombian Government has issued five decrees which provide for a number of new taxes or amend existing ones on foreign travel, passenger vehicles, cattle raising, sales of luxuries, and real estate.

Decree Law 1592 requires that a stamp tax of 500 pesos (about 15.75 pesos equals U.S. $1) be paid by Colombian nationals and foreign residents traveling abroad. The Decree also requires Colombian nationals residing abroad to pay an additional surcharge of 2% on their income and complementary taxes. A separate absentee surcharge tax of 15% remains in effect.

Decree Law 1593 creates a national stamp tax payable by passenger vehicle owners. The stamp tax is applicable to payment receipts for municipal taxes paid on automobiles. It is computed and collected in accordance with the period covered by the payment receipt for the municipal tax on automobiles according to the following schedule:

- vehicles of the model years 1950-55, inclusive, 25 pesos per month;
- 1956-59 models, inclusive, 35 pesos per month;
- 1960-63 models, inclusive, 50 pesos per month and post-1963 models, 80 pesos per month.

A surcharge of 20% is assessed on vehicles with a weight of 1,400 kilograms or more.

Forced investments

Decree Law 1594 requires a forced investment by cattle raisers in 8% 10-year Internal Public Debt Bonds at a rate of 50 pesos per male animal sold domestically or exported. The rate is 100 pesos per female animal. The taxpayer must also pay a surtax on income, complementary, and special taxes equivalent to the value of four kilograms of beef. The Ministry of Agriculture will determine the average prices of beef at the end of the tax year. The aforementioned bonds may be used in payment of the surtax. Up to 50% of these tax revenues will be used to develop the cattle industry.

Decree Law 1595 created, among other things, new sales tax rates. The sales tax rates on some categories of luxury goods previously taxed at the rate of 5% were increased to 8% and on others from 8% and 10% to 15%. The tax is fixed at the moment the producer or importer delivers the merchandise to the intermediary, the consumer or other producer for further processing.

An unnumbered decree establishes a public work assessment tax. It will be assessed on rural real estate when property values are enhanced as a result of the public works undertaken by national, departmental and municipal levels of government.

According to the Minister of Finance, revenues from these taxes will amount to 190 million pesos during the remainder of 1966 and 350 million pesos in 1967.

Copies of the above decrees in Spanish may be obtained from the American Republics Division, Bureau of International Commerce, Washington, D.C., 20230.

The above changes should be noted in Overseas Business Report, 66-22, *Establishing A Business in Colombia.*

Traditional exports benefit by Dominican tax decree

Exports of non-traditional agricultural and industrial products were exonerated from various taxes and levies by Dominican Republic Decree No. 239 dated May 30 to stimulate and diversify its foreign trade.

Traditional exports excluded from the benefits of this decree are sugar and its by-products, including furfural, bananas, bauxites and other minerals, cakes and other products used for animal feed, and lumber. Leaf tobacco and cement, however, were specifically declared to be non-traditional manufactures.

The taxes and levies from which non-traditional exports are exempt include: a cargo tax of six to 14 centavos per 50 gross kilos, a ¾ of 1% ad valorem tax on the value of manufactured products exported, a documents tax ranging from DR$1 up to DR$100 pesos, a settlement tax of DR$4 pesos, a 1.10% ad valorem export license tax on manufactured goods and a surtax of 12% of the value of all export taxes.

The only tax which still applies on non-traditional exports is the wharfage tax of DR$2.50 pesos per metric ton. One DR peso equal one U.S. dollar.

Dominicans restrict foreign principals

The Dominican Republic issued Law 173 on April 6, replacing Law No. 6080 of Oct. 22, 1962 which provided for the protection of local agents and distributors of foreign firms. The new law, similar in content to the older legislation, contains several important changes severely limiting the rights of foreign principals.

For example, despite express language incorporated in the "concession agreement" by the parties spelling out their respective rights and liabilities, the foreign firm may not unilaterally cancel the principal/agent relationship except for "just cause." Moreover, the principal may not refuse to renew the contract even on its normal expiration date, except for "just cause."

"Just cause" is defined in the law as "non-fulfillment of any of the essential obligations of the Concession Agreement, or any action or omission thereof that may adversely and in a significant manner affect the concessionaire's interests in the promotion or development of the importation, distribution, sale, lease, or any type of transaction or exportation of his merchandise or produce." The law is silent with regard to the conduct of the "Concessionaire" as it may affect the principal's interests.

The new law also provides that should the principal decide to process or manufacture in the Dominican Republic "any of the products included in this law" the Concessionaire will also be entitled to compensation as stipulated in the law.

For an informal translation of Law 173 of April 6, (available on a 10-day loan basis) **write:** American Republics Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Ethiopia to build Finchaa River dam, power station

Equipment to be bought in U.S.; construction open to U.S. builders

Ethiopia plans construction of a dam and power station on the Finchaa River and a transmission line between the site and Addis Ababa to provide 100,000 kilowatts of power to the Addis Ababa interconnected power complex.

Construction of the facility will be open to U.S. contractors, with Ethiopian firms sub-contracting minor portions of the project. Turbines, generators and other electrical equipment will be bought in the U.S.

The dam will be of earth and rockfill construction with a concrete spillway. Its maximum height will be 65 ft. and the reservoir formed by the dam will cover approximately 60 square miles. The project is about 103 miles northwest of Addis Ababa where the river drops 2000 ft. in four miles creating a particularly advantageous site for a hydro-electric project.

$21.7 million loan

A $21.7 million loan to the Ethiopian Electric and Light Power Authority, a statuatory corporation of the Ethiopian government, authorized by the Agency for International Development will pay all foreign exchange costs. Local costs of approximately $6 million will be financed by EELPA.

The borrower will repay the Government in Ethiopian dollars within 25 years from the date of the first disbursement. The Ethiopian Government will repay the U.S. in dollars over 40 years, including a grace period.

Philco subsidiary invests, loans $680,000 in Taiwan

General Micro-electronics, Inc., a wholly-owned subsidiary of Philco Corp., Santa Clara, Calif., is making an equity investment of $25,000 for 100% ownership of the common stock of Philco Micro-electronics Taiwan Corp., and an interest-bearing loan of $655,000 to the firm being established in the Kaoshing Export Processing Zone of Taiwan.

The investment will be used to construct and operate a plant to manufacture micro-electronic devices and circuits, systems and sub-systems and will give employment and technical training to approximately 420 persons as well as earn foreign exchange for Taiwan.

The investment is insured by the Agency for International Development in the maximum amount of $1.3 million for convertibility of local currencies, a like amount against loss from expropriation, and $1,036,000 against loss from war, revolution and insurrection.

Plan to modernize Korean airports calls for U.S. aid

Engineering service and air navigational equipment will be sought in the U.S. for five Korean national airports and Kimpo International which serves Seoul.

A modernization program aimed at raising domestic and international air navigation facilities to International Civil Aviation Organization standards calls for the purchase of airport surveillance radar, secondary surveillance radar, very high frequency omnirange radios, instrument landing systems and communications, lighting and meteorological equipment.

A $4.2 million loan to the Korean Government, authorized by the Agency for International Development, will finance dollar costs of the project. Korea will repay the loan in dollars over 30 years, following a 10-year grace period.

Local currency costs, equal to about $1.5 million, will be met by the Korean Government.

U.S. firm spends $100,000 for Indian assembly plant

The Continental Device Corp., Hawthorne, Calif., has invested $100,000 in Continental Device India, Ltd., Punjab, to finance the construction of a silican semiconductor assembly plant. The plant also will test and distribute silicon diodes and transistors for electronic equipment. The entire amount of the investment has been spent in the U.S. for equipment and materials, and it will generate a continuing export of U.S. materials while the plant is in production.

Continental Device's investment is insured by the Agency for International Development at $200,000 for convertibility and $100,000 for the war, revolution and insurrection risks.

Koreans will buy U.S. equipment

Raw materials, replacement parts to fill industry needs

Korean businessmen will purchase $15 million worth of U.S. industrial equipment, raw materials and spare parts to fill general demands of private enterprises.

A $15 million loan authorized by the Agency of International Development will back the Korean purchases. The loan will be released in two equal installments. The first, for the purchase of general commodities, will be immediately available upon achievement of specified economic stabilization goals, such as revenue collection, undertaken by the Government for the quarter-year period which ended June 30.

The second $7.5 million will be released in 1967 providing Dec. 31 targets are met. Up to 50% of the second installment may be used for the purchase of spare parts and replacement equipment.

The Government will repay the U.S. in dollars over a 30-year period, following a 10-year grace period. Korean importers of the general commodities financed by the loan will pay the Government in local currency.

Businessmen who wish to import spare parts and replacement machinery will finance up to 75% of the value of the import through loans negotiated by the Bank of Korea and guaranteed by the Korean Reconstruction Bank, the Medium and Small Industry Bank, or any commercial bank in Korea.

Jordan seeks U.S. materials to improve telephone system

Jordan will seek U.S. equipment and materials as well as engineering and contract services to improve and expand its telephone system.

Improved communications facilities are expected to further the development of tourism, Jordan's greatest source of foreign exchange, and expedite commercial and government business both internally and with other countries.

The project is financed by a $6.3 million Agency for International Development loan.

U.S. firm to help Nigeria improve industrial planning

Planning unit to be established in Nation's Ministry of Industries

A planning unit to improve industrial project and planning capability in the Nigerian Ministry of Industries will be established with the help of Arthur D. Little, Inc. as a result of a contract between the U.S. firms and the Nigerian Government.

The contract is financed by a grant from the Agency for International Development and is the largest of three grants to Nigeria authorized by AID.

Marketing research

A second grant for $122,000 was made to the University of Ibadan's Nigerian Institute of Social and Economic Research for marketing research on kola nuts, beef, rice, poultry, maize, yams, cassaba, and palm oil.

The third, for $119,000, will assist range management in Northern Nigeria where AID is helping livestock breeding and cattle fattening methods for the "finishing" of quality beef. A school for livestock and veterinary assistants has already been established near Kaduna.

Range management centers are located at Katsina and Sokoto and in Banchi and Plateau Provinces. Training of Nigerians will be carried out by U.S. specialists.

AID has also granted $35,000 for the promotion of soil and water conservation.

New Turkish thermal unit to provide 100,000 kilowatts

The Turkish Government will construct a 110,000-kilowatt generator to provide additional power for the Istanbul area.

The thermal electric generating unit, the third unit of the Ambarli plant, some 20 miles west of Istanbul, is expected to be completed in 1968.

When completed, the Ambarli station will be the largest thermal power station in Turkey with a total capacity of 330,000 kilowatts. It will burn fuel oil from Turkish refineries.

The new unit is financed by a $12.3 million development loan to Turkey, authorized by the Agency for International Development. The Turkish Government will repay the U.S. in dollars within 40 years, including a 10-year grace period.

U.S. electronic exports hit $961.6 million mark in 1965

Exports of electronic products from the United States in 1965 totaled $961.6 million, slightly off from the 1964 level of $962.6 million.

Shipments of Electronic computers, radio and television broadcast transmitters and audio equipment, radio and microwave communications systems and equipment and parts totaled $475.6 million—about half of the 1965 shipments, the Department of Commerce's Business and Defense Services Administration said in a compilation of Budget Bureau statistics.

There were substantial increases in radio and television tuners, chassis and kits for assembly, resistors, loudspeakers, capacitors and recorders.

Reflecting lower sales to France and Spain, electron tube shipments dropped 9 per cent from $62.7 million in 1964 to $57.4 million in 1965.

Semiconductor diodes, rectifiers and transistors increased 34 per cent from $46.4 million to $61.9 million.

U.S. thermal power plant to go to Dominican Republic

The Corporacion Dominicana de Electricidad of the Dominican Republic will purchase a U.S. 53.3 megawatt thermal power plant to be installed at Rio Haina and a 69 KV transmission line with sub-station equipment to connect the Haina plant with Santo Domingo and Puerto Plata.

The first stage of a six-year program designed to nearly triple the power generating capacity in the Dominican Republic will be financed by a $8.9 million Export-Import Bank loan.

The General Electric Co. will participate in the financing to the extent of 10% of the contract price of the U.S. goods and services which it provides.

The Eximbank loan is to be guaranteed by the Ministry of Finance of the Dominican Republic. The loan is repayable in 28 semiannual installments beginning in 1969.

Korea to construct first sewage plant

Will purchase $3.5 million in U.S. equipment, services

Korean Government plans to construct the nation's first sewage treatment plant call for the purchase of U.S. equipment, engineering, consulting and initial operating services, and for the training of Korean engineers in the U.S.

The plant will process and treat a minimum of 66 million gallons daily of waterborne sewage from the 1.3 million inhabitants of the Chong Gye Chun drainage area, which includes downtown Seoul.

AID financing

A $3.5 million loan to Korea, authorized by the Agency for International Development, will help finance the project. The Government will repay the U.S. in dollars within 30 years following a 10-year grace period. The Korean Government will relend the funds to the City of Seoul for repayment over 20 years, including a five-year grace period.

Local currency costs of the project, including construction of intercepting sewers, which will be built at the same time as the treatment plant, will total the equivalent of $7.2 million. The Korean Reconstruction Bank will loan $2.2 million of this amount and the balance will be furnished by the Seoul municipal government and the Korean Government.

Turkey to spend $28 million to expand mining operations

Turkey will seek U.S. engineering services, supplies and capital equipment to expand its coal and lignite production.

A program underway at the Zonguldak mines on the Black Sea coast, the nation's only source of bituminous coal, aims at increasing production from the current 7 million tons per year to 9.4 million tons by 1972. Lignite production at the Tuncbilek and Seyitomer mines in Western Turkey will be increased to meet domestic and industrial demands.

A $28 million loan to Turkey, authorized by the Agency for International Development will finance goods and services bought in the U.S. The Government will repay the U.S. in dollars within 40 years, including a 10-year grace period.

U.S. licensees sought to produce French inventor's new products

Apparatus for mixing liquids in a constant proportion and a device to transfer motion through an imperforate seal offered

A French inventor is offering to U.S. firms two products for manufacture here under a licensing agreement.

● One product is an **apparatus for mixing liquids in a constant proportion.**

This apparatus provides a method for obtaining in a hydraulic circuit or duct a mixture of liquids under variable output or pressure conditions while keeping the proportion of the liquids to a constant value.

The proportioning device operates by injecting into the variable output circuit of a main constituent of the mixture, the secondary liquid or liquids of the mixture by means of one or more metering pumps.

The pumps are driven or rotatably controlled by the flow of the main constituent and one or more additional pumps are adapted to supply the metering pump or pumps with a feed pressure sufficient to enable the metering pumps to maintain a constant proportion of the liquids at different rates of flow of the main constituent.

The principal feature of this proportioning apparatus is its ability to overcome the drawback of other devices of affording a constant proportion of the constituents only within a narrow range of operating speeds or output ratings. This new device is said to be effective even at low output conditions.

The French Navy has tested and is using this apparatus as a proportioning device and as a hydraulic motor aboard aircraft carriers. **File 1421**

● The other product is a **device for transferring motion through an imperforate seal.**

This device will convert oscillatory angular displacements of a shaft about its longitudinal axis into a unidirectional angular displacement of a second shaft about its longitudinal axis while maintaining a positive fluid-tight pressure seal between the two shafts. It has unlimited applications wherever it is necessary to obtain a leak proof torque tube drive in the presence of liquids or gases under pressure or vacuum, at high temperature as well as in the presence of gamma rays and in corrosive atmospheres.

Some applications to nuclear techniques by the French AEC include use with electro-valves in nuclear piles, to control the pitch of the blades of a variable-flow blower and with a compound piston compressor in the separation of the isotopes or uranium hexafluoride to obtain enriched uranium. **File 1422.**

U.S. manufacturers interested in these products may obtain the name and address of the person to contact for additional information from the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230. In writing please refer to the appropriate File number.

METALWORKING MACHINERY

A license to manufacture rolling mill machinery, presses and other equipment composed of a large number of cast iron parts is sought by a French concern. The firm operates a well equipped foundry producing rough and machined castings, including cost-metal precision units. It also has facilities for designing and producing welded structures for manufacturers of motor and machine tools.

The French company, established in 1877, has approximately 100 employees.

Write: Fonderie Pierre Pasquet & Cie, Rue Jean-Mace, Campreal-Bergerac, 24-Dordogne, France. WTD

HI-FIDELITY AMPLIFIERS

A Johannesburg manufacturer of railway signalling equipment and electronics track circuits seeks a licensing arrangement with an experienced U.S. firm to make hi fidelity amplifiers.

The South African firm, established in 1953, has approximately 22 employees and claims annual sales of $700,000.

Write: Western Industries Pty. Limited, P.O. Box 10554, Johannesburg, South Africa. Attn: Mr. R. G. Gout. WTD.

Norwegian company to buy U.S. helicopters, equipment

Two Sikorsky S-61N helicopters and related equipment will be purchased by Interessentskapet Helibuss of Oslo, Norway, from United Aircraft International, Inc. of Hartford, Connecticut.

Helibuss is a new partnership of nine Norwegian companies formed to purchase helicopters for leasing to Helikopter Service, A/S (H.S.A.S.) of Oslo.

Initially the helicopters will be used under contract in petroleum exploration on Norway's continental shelf.

The Export-Import Bank has authorized a $1.2 million loan to help finance the purchase. The purchase contract is valued at $1.8 million.

The loan is to be repaid within five years beginning in October, and is guaranteed by Den Norske Creditbank of Oslo.

Fertilizer consultants needed to conduct study in Ceylon

Ceylon State Fertilizer Manufacturing Corp. requires the services of a fertilizer consultant firm to evaluate the technical and economic feasibility of manufacture of nitrogenous fertilizers in Ceylon from anhydrous ammonia imported from Middle East sources.

The firm selected for the feasibility study may subsequently be hired to advise on project implementation, preparation of specifications, evaluation of tenders, supervision of construction and commissioning of the plant.

Write: T. Rodrigo, Project Manager, State Fertilizer Manufacturing Corp., 11 Glen Aber Place, Colombo 4, Ceylon.

Indian seeks joint venture in coconut desiccating plant

An Indian entrepreneur proposes a joint venture with an experienced U.S. firm to establish a modern coconut desiccating plant. The U.S. participant is asked to provide machinery and equipment and for technicians to run the operation.

According to the Indian businessman, over 44,000 acres in the Goa area are under coconut cultivation, producing approximately 80 million coconuts annually.

Write: T. J. Mavany, P.O. Box No. 77, Margao, Goa, India. WTD.

Panamanian company seeks joint venture for iron, steel plant

Qualified U.S. firm's participation sought for establishment of plant

A Panamanian company, organized last year by Panamanian and Jamaican interests, seeks a joint venture with an experienced U.S. steel firm to establish a steel plant for the production of iron and steel products, including iron reinforcing rods and bars and steel beams.

A U.S. participant is requested to supply capital and technical assistance.

According to the Panamanian firm, it will make an initial investment of $1.5 million in the new facility. A plant site has been purchased on Las Minas Bay, near the city of Colon and current plans call for the production of approximately 100,000 tons of iron ingots annually, pending plant expansion. In addition, the Panamanian company has arranged to use the docking facilities of a neighboring firm for the export of steel products. Reportedly, a Jamaican group with an interest in the new firm has guaranteed to purchase 50% of the mill's initial production. Other potential markets include Panama and Central American and Carribean countries.

German equipment

According to the Panamanian company, initial equipment for the plant, including both new and used machinery has been purchased from a West German concern. The West German company is to install machinery in running condition.

Although original estimates called for the mill to begin operation in late 1966, it now appears operations will commence at a later date.

U.S. steel companies interested in obtaining additional information about this proposal should **write:** Productora de Acero y Afines Asociada, S.A., P.O. Box 7287, Panama 5, Republic of Panama, attention: Mr. Jorge Krupnik, General Manager. WTD.★

SPORTING EQUIPMENT

A New Zealand manufacturer of fluorescent lighting fixtures and metal shelving seeks a licensing arrangement with a U.S. firm to produce newly developed camping and sporting equipment, including sleeping bags, hunting cases and packs of golf bags.

The company is particularly interested in making products utilizing New Zealand cowhides and sheep skins which are readily available in the Christchurch area.

Write: Thomas Hyde Ltd., 435 St. Asaph St., Christchurch, New Zealand. WTD.

Experienced U.S. partner sought by Indian company for cutting tools plant

A recently organized Indian firm seeks a joint venture with an experienced U.S. company to establish a plant for manufacturing such small metal cutting tools as reamers, milling cutters, threading dies and machine taps.

Total cost of the project is estimated at approximately $2.1 million. Technical know-how or technical assistance and an unspecified financial contribution is being sought from a U.S. investor.

Current plans call for building the new plant on an industrial site 14 miles from New Delhi covering about 30,000 square feet. Additional land is available for expansion. Although basic services such as water and electrical power are reported available, vital raw materials, including tungsten and high speed steel would have to be imported.

Reportedly, the firm's managing director and principal organizer is a prominent businessman in Northern India specializing in building construction.

The firm has received a letter of intent from the Indian Government to establish the plant.

Write: Anand Machine Tools Private Ltd. (AMT), 35 Haqiqat Rd., Jullundur Cantt, Punjab, India. WTD.

FABRICATED METAL PRODUCTS

A German manufacturer of industrial machinery, tanks, boilers and tin chutes seeks to expand production through a licensing arrangement with a U.S. firm.

The company is interested in making multi-purpose crushing machines, acid resisting tanks for the chemical industry and any type of tin products for industrial use.

The firm operates a well equipped plant and has approximately 260 employees.

Write: Stahl-und Maschinenbau, Peter Langen, 9 Bonnstr., 503 Hermuelheim/ Koeln, Germany. WTD.

Colombia soap firm seeks aid, venture

A Colombian maker of soaps and candles seeks a technical assistance arrangement and venture with an experienced U.S. manufacturer in the same field.

The company has been producing soap since 1942 and plans to expand operations and develop new products. The Medellin Finance Corporation has granted the firm a loan of $220,000 for the purchase of capital goods. The loan, however, will not be used until a technical and economic adviser has been retained for the project. The U.S. firm is asked for production, sales, administrative, and research assistance.

The company would also consider a joint venture with a U.S. soap manufacturer.

Currently operating a modern plant in an industrial section of Bucaramanga, the concern has approximately 76 employees.

A committee composed of the directors of the firm is prepared to visit the United States to discuss any interesting proposals offered by U.S. firms.

Write: Luis F. Granados T. & Cia., Ltda., Apartado Aereo 735, Bucaramanga, Colombia. Attn: Jaime Granados A., Manager. WTD.

AUTOMOTIVE HARDWARE

A leading Italian manufacturer of locks, door handles, adjustable seats and other automotive equipment and door knob locks for the building industry seeks a license to make similar products utilizing existing machinery and equipment.

The firm's facilities, including a warehouse with a 600,000 cubic foot capacity, are located about four miles from Turin and cover 75,000 square feet. Reportedly, the company has an additional 500,000 square feet available for possible expansion. A railroad connection is nearby. The company has approximately 540 employees, including 210 skilled personnel.

According to the firm, its automotive line is absorbed entirely by Italian automotive manufactures and its other products are marketed world wide.

Write: Serrature Auto Ferroviarie Edili, S.p.A, Via Leonardo da Vinci 111, Grugliasco, Turin, Italy. WTD

Venture proposed by Indian to set up processing plant

An Indian firm, engaged in the processing, packing and exporting of fruits, seeds and spices seeks a joint venture to establish a fruit and vegetable processing plant at Nasik, about 120 miles from Bombay.

An experienced U.S. firm is asked to provide capital, technical know-how, and equipment.

The Indian company is interested in conducting a detailed study of the project with the assistance of a potential U.S. investor.

Write: Sethi and Co., 32-33 Commercial Chambers, Masjid Bunder Rd., Bombay 3, India. WTD.

GLASSWARE

A license to manufacture glass giftware, bath cabinets and such machinery for mirror manufacturers as grinding, washing and polishing machines is sought by a Belgian producer of glassware, mirrors and showcases.

Established in 1893, the firm operates four plants employing approximately 365 persons. Annual sales are about $2.5 million.

The Belgian firm currently has a licensing arrangement with a U.S. company in the glass field.

Write: Miroiteries de Charleroi S.A., 54 Rue de Chatelet, Marchienne-au-Pont, Belgium. WTD

SPECIAL INDUSTRY MACHINERY

A license to produce additional machinery for the chemical, pharmaceutical, and ceramics industries is sought by a German manufacturer of granulating, performing and compressing machinery for these industries. The company is also interested in making attachments for these machines, according to the designs and specifications of the U.S. firm.

The German company, which has 90 employees, believes the market in Germany is expanding for the above type of machinery.

Write: *Hutt* Gmbh, Form-Automaten, 7101 Schluchtern, Wuerttemberg, West Germany. WTD

ADHESIVES

An Australian adhesive manufacturer seeks a licensing arrangement with a U.S. firm to produce adhesives, principally for use in the building industry.

The company currently makes adhesives for floor and wall tiles, and seeks a U.S. licensor with a comprehensive range of adhesives and modern research facilities.

Approximately six months ago the Australian company moved into a new plant and production facilities exceed present production. The firm also has another building available for expansion, if necessary.

Write: Cope Allman (Australia) Ltd., 25 Fitzroy St., Marrickville, N.S.W., Australia. WTD.

Algerian wants partner in briarwood export venture

An Algerian maker of briarwood pipes seeks a joint venture with a U.S. firm to expand its production of unfinished briarwood for export and sale to pipe manufacturers.

The U.S. investor is asked for a capital investment of $160,000.

The firm, reportedly the only manufacturer of briarwood pipes in Algeria, plans on shifting its major production emphasis from completed pipes to export of briarwood stummels.

Write: Algerian Briarwood Corp., Chemin Fermane Hanafi, Algiers 8, Algeria, B. P. 38 Alger-Meissonier. WTD.

U.S. to supply equipment for Mexican TV bulb plant

A Mexican firm will purchase U.S. television glass bulb manufacturing equipment for its plant which is now being built in Monterrey.

Over 20 U.S. suppliers are expected to furnish about 93 items of equipment and services to the Productos Corning de C.V. This company was formed by Corning Glass Works of Corning, New York, in conjunction with a Mexican partner.

The plant is designed to carry out funnel forming as well as bulb sealing. Finished products will be sold to Mexican television tube manufacturers who supply some 15 television set manufacturers. Although television is a relatively new industry in Mexico, sales of receivers have more than doubled during the past four years.

A $764,000 loan authorized by the Export-Import Bank will help finance the U.S. purchases. The loan is repayable in 10 semiannual installments beginning in 1967, and is guaranteed by Corning Glass Works.

Kaiser Jeep Corp. invests in new Costa Rican plant

Kaiser "JEEP" Corp., Oakland, Calif., has invested $68,040 plus $10,000 in technical assistance in Auto Tecnica, S.A., San Jose, Costa Rica. The investment is being used to construct a new plant and to install machinery and equipment adequate to assemble 500 to 1,000 vehicles annually.

The investment will result in producing a line of four-wheel drive utility vehicles in Costa Rica which are expected to assist in the development of agriculture, industry and commerce. At least 50 Costa Ricans will be employed at the plant. Potential exports of finished vehicles to other countries will add to Costa Rica's foreign exchange earnings.

Guaranties were issued by the Agency for International Development to the California company in the amount of $156,080 for convertibility and a like amount against loss from expropriation.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $2 each from the Bureau of International Commerce (BIC-916), Rm. 6323, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-878, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

World Trade Opportunities

Water treatment plants planned by Malaysia; complete bids sought

Malaysia's National Electricity Board invites bids for the supply, delivery, and erection of a boilerwater treatment plant and a seawater chlorination plant for the new thermal power station at Port Dickson in the State of Negri Sembilan, approximately 70 miles from Kuala Lumpur.

The water treatment plant will consist of: (a) Acidic cation exchange, (b) Degassing, (c) Basic Anion Exchange, (d) Mixed bed demineralization, (e) Pumps, valves, pipework, fittings and automatic controls. The seawater chlorination plant will consist of: (a) Chlorinator, (b) Pumps and injectors, (c) Drum storage and handling equipment, (d) Valves, pipework and fittings for the circulating pumps and condensers associated with two 60 MW turbo-alternators.

Offers are invited only from firms prepared to submit complete bids. The project will probably be financed from International Bank for Reconstruction and Development funds.

Tender documents cost $70 (£25) which is nonrefundable and will be available by Aug. 15 from the London office of Messrs. Preece, Cardew & Rider; 8, 10 & 12, Queen Anne's Gate, Westminster, London S.W.1.

The Contract No. is 1428/13. Bid deadline is Nov. 1.

Further brief description of the works is available from the Water Industries and Engineering Services Division, BDSA, Rm. 4111, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4347.

Ceylon extends bid deadline on lube oil blending plant

The Ceylon Petroleum Corp. has extended the bid deadline from July 30 to Aug. 31 for a lubricating oil blending plant, the supply of base oils and additives, and the training of necessary operational personnel (INTERNATIONAL COMMERCE, June 13, p. 51).

Offers or inquiries should be addressed to Ceylon Petroleum Corporation, P.O. Box 634, 113 Galle Rd., Colombo 3, Ceylon.

A copy of the "Instructions to Bidders" may be seen in the U.S. Department of Commerce, Water Industries and Engineering Services Division, BDSA-574, Rm. 4111, Washington, D.C. 20230.

Iraq extends bid deadline

Iraq's Ministry of Communications has extended the bid deadline from July 30 to Aug. 27 for construction of Diyalah Bridge along the Army Canal, one of Economic Plan Projects (Investment Program) estimated at U.S. $3.5 million of which $2.1 million has been allocated in the 1965-69 Five Year Plan. (INTERNATIONAL COMMERCE, June 20, p. 37). The Tender No. is B/20/1965. Directorate General of Roads and Bridges, Ministry of Communications, Baghdad.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Commercial farms

FRANCE—Grass-seeds. Direct purchase and agency. Dalsace Freres S.A. (importer, wholesaler, agent), 38 Rue du Louvre, 75 Paris (1er). WTD 3/28/66.

201 Meat products

FRANCE—Frozen cattle and pork tongues and livers, and pre-cooked cattle bowels. Direct purchase and agency. Requests replies in French or German. Halle aux Cuirs (wholesaler, distributor), 19 Rue Hugwald, 68 Mulhouse. WTD 6/24/66.

Canned chicken—dishes and preparations (hash chicken, etc.). Direct purchase and agency. Requests replies in French. Ets. Robert Le Glouannec (manufacturer), 29 Pont-Aven. WTD in preparation.

GUYANA—Pickled beef and pork products in barrels. Direct purchase and/or agency. Kwong Wah Loong Co. (commission merchant, agent), 15/16 Holmes and Queen St., Georgetown. WTD 2/26/65.

203 Canning, preserving foods

FRANCE—Dried and dehydrated vegetables. Direct purchase and agency. Dalsace Freres S.A. (importer, wholesaler, agent), 38 Rue du Louvre, 75 Paris (1er). WTD 3/28/66.

Dried fruits: prunes & apricots; canned fruits. Requests replies in French. Societe Prodalsol (importer, dealer), 17 Rue du General Niox, Paris, 16e. WTD 6/8/66.

205 Bakery products

AUSTRIA—Specialty snack items. Direct pur-

chase and agency. Konservenfabrik Rikki (manufacturer, exporter, importer, wholesaler, agent), Dipl.Ing. Paul C. Pirko O.H.G., A-2601 Sollenau, Lower Austria. WTD 12/23/64 under revision.

209 Food preparations

GUYANA—Inedible tallow for soap-making approximately 1,000 tons per annum. Tallow is required packed in seaworthy second-hand steel drums (approx. 45 gal. each). Payment will be made by Letter-of-Credit. Direct purchase and agency. The Global Agency (commission merchant, sales agent), P.O. Box 16, 9 Longden and America St., Georgetown. WTD 6/27/66.

SOUTH AFRICA—Brewers yeast; wheat glutin; monosodium glutamate. Direct purchase and agency. South African Food Extracts Ltd. (manufacturer, importer, exporter), P.O. Box 28, Industria, Johannesburg. WTD 6/21/66.

220 Textile mill products

SOUTH AFRICA—Curtains and curtain fabric, lace. Carpet and Lino Enterprises (Pty.) Ltd. (importer, wholesaler), P.O. Box 7645, Johannesburg. WTD 6/1/66.

221 Broad woven fabric mills, cotton

AUSTRIA—100% terry woven fabrics, 90-160 centimeters wide, printed, fast color guaranteed, for processing in own manufacturing plant; printed towels. Johann Garber & Sohn (manufacturer, wholesaler), Frottierwarenfabrik, Laudongasse 52, A-1080 Vienna. WTD 6/23/66.

FRANCE—Cotton fabrics for ladies' clothing. Direct purchase and agency. Simon Goldstein (importer, wholesaler, agent), 154 Bld. Magenta, Paris, 10. WTD 2/25/65.

MALAWI—Cotton textiles for clothing, household linen. Emphasis on bright patterns for clothing. Quote c.i.f. price Beira port in £ sterling. Samples required. Direct purchase and agency. Messrs. Bath Agencies (manufacturers' representative), P.O. Box 488, Limbe. WTD 5/13/66.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Silk and synthetic fabrics for ladies' clothing. Direct purchase and agency. Simon Goldstein (importer, wholesaler, agent), 154 Bld. Magenta, Paris 10. WTD 2/25/65.

MALAWI—Manmade, mixed, silk fibers for suitings, drapes, dresses. Direct purchase and agency. Quote c.i.f. Beira port in £ sterling. Samples of materials required. Messrs. Bath Agencies, (manufacturers' representative), P.O. Box 488, Limbe. WTD 5/13/66.

223 Broad woven fabric mills, wool

BELGIUM—Woolen fabrics for men's and boys' garments. De Sterck, P.V.B.A. (importer, exporter, manufacturer), 43 Antwerpsesteenweg, Niel. WTD 5/13/66.

FRANCE—Wool fabrics for ladies' clothing. Direct purchase and agency. Simon Goldstein (importer, wholesaler, agent), 154 Bld. Magenta, Paris, 10. WTD 2/25/65.

224 Narrow fabrics, other smallwares mills

AUSTRALIA—Cotton, wool, silk, manmade fibers, braids and trimmings. Direct purchase and agency. Elite Supply Co. (importer, wholesaler, exporter), 230 Brunswick St., Fitzroy, Victoria. WTD 4/22/66.

227 Floor covering mills

SOUTH AFRICA—Carpets, woven textile fiber. Carpet and Lino Enterprises (Pty) Ltd. (importer, wholesaler), P.O. Box 7645, Johannesburg. WTD 6/1/66.

228 Yarn, thread mill

GERMANY—Yarns of spun manmade staple fiber for use by weaving and knitting mills. Direct purchase or agency. Paul Winkler KG. (sales agent, distributor), Postfach 280, 455 Bramsche 1. WTD 6/29/66.

229 Textile goods

GERMANY—Non-woven fabrics, bonded, except felt, for use by the textile trade. Direct purchase or agency. Paul Winkler KG. (sales agent, distributor), Postfach 280, 455 Bramsche 1. WTD 6/29/66.

232 Men's, youth's, boy's furnishings

GERMANY—Jean pants for men and youths. Heinrich Varoga (importer, wholesaler, retailer), POB 344, 285 Bremerhaven 4. WTD in preparation.

238 Apparel, accessories

GERMANY—Web belts, uniform belts, of cotton, khaki, white, and blue preferably with brass buckles, suitable for wearing with merchant marine sailor uniforms. Heinrich Varoga (importer, wholesaler, retailer), POB 344, 285 Bremerhaven 4. WTD in preparation.

Work gloves of paper, disposable, for use by workers in the aircraft industry. Heinrich Varoga (importer, wholesaler, retailer), POB 344, 285 Bremerhaven 4. WTD in preparation.

239 Fabricated textile products

SOUTH AFRICA—Curtains, plastic and non-woven, textile; curtains, window, not made in weaving mills. Carpet and Lino Enterprises (Pty) Ltd. (importer, wholesaler), P.O. Box 7645, Johannesburg. WTD 6/1/66.

240 Lumber, wood products

GERMANY—Veneer logs of black walnut, white oak, grey elm. Gustav Hobraeck Furnierwerk (manufacturer), 545 Neuwied, Rheinstrasse 149. WTD 6/27/66.

● **SUDAN**—Pine lumber, 546,215 linear feet, in sizes 1x5" through 3x9", equivalent to Swedish unsorted grades. Contract No. 3217, issued by Sudan Railways. Bid deadline Aug. 24; 2% deposit required. Bids should be submitted to Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London S.W. 1.★ (Telephone: 202-WO 7-3365).

251 Household furniture

FRANCE—Wood and metal household furniture, chairs, arm-chairs, commonly used in dwellings. Direct purchase and agency. Etablissements Andre Guiraud & Co. (importer, retailer), 114-116, Grande Rue, 89 Sens. WTD 4/5/66.

259 Furniture, fixtures

FRANCE—Wood or metal restaurant furniture. Feret et Cie S.A. (wholesaler, importer), Avenue du Petit-Verger, 44 Nantes. WTD 11/8/65.

260 Paper products

SWITZERLAND—Disposable masks, disposable gowns, for hospital use. Direct purchase and agency. Erwin Joerimann (importer, representative, commission agent), Im Wiesengrund 12, 8700 Kuesnacht. WTD 6/16/66.

262 Paper mills, products

FRANCE—Electrical adhesive tapes. Direct purchase and agency. Etablissements P. Barnier (manufacturer), 9 & 11 Rue Edouard Branly, Valence (Drome). WTD 12/15/65.

264 Converted paper, paperboard products

● **CEYLON**—Multiwall kraft shipping sacks, 5 million for 112 lb. cement, 4 ply kraft paper 72 grams/sq./m per ply. Burst 2.6 kg/sq/cm 16½ x 3 x 30 inches with 3⅜ valve. Bid deadline Aug. 12. Ceylon Cement Corp., Independence Square, Colombo 7.★ (Telephone: 202-WO 7-3965).

275 Commercial printing

● **BURMA**—Marginally punched, carbon interleaved business forms; one-part, three-part and four-part. Tender No. 1066/1/T/STY/ESB/65-66/10R dated June 28, bid deadline end of August. Controller of Central Stores Dept., Ahlone, Electric Supply Board, Rangoon, Burma.★ (Telephone: 202-967-4115).

281 Industrial chemicals

BRAZIL—Inorganic and organic chemicals in bulk (not compounds) for the cosmetic industry; importer desires to act as a distributor or a representative. SIMAP—Sociedade Importadora de Materias Primas Ltda., Avenida Presidente Vargas 542, 10° andar, sala 1005, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 5/9/66.

MOROCCO—All natural and artificial tanning products such as chemicals (bate, sodium sulphur, all acids), powdered pigments and dyes or in liquid solution and other tanning ingredients (chroming compounds, etc.). Requests correspondence in French. Quotations Casablanca. Tannerie Moderne Reunie (tannery), Rue Akensous, Grand Secteur Industriel Dokkarat, Fes. WTD 6/27/66.

282 Synthetic materials

FRANCE—P.V.C. flexible plastic sheets (printed, adhesive or not). Direct purchase and agency. Societe Finot & Cie (manufacturer, importer), Route de la Charite, 18 Saint-Germain-du-Puy. WTD 3/3/65.

GERMANY—Manmade continuous filament yarns, also textured, for use in weaving and knitting mills. Direct purchase or agency. Paul Winkler KG. (sales agent, distributor). Postfach 280, 455 Bramsche 1. WTD 6/29/66.

NETHERLANDS—High and low density

polyethylene, propylene, polystyrene and acrylonitrile butadiene styrene for manufacture of plastic technical products, household goods, toys and small packagings. Plasticfabriek Radioko C.V. (importer, manufacturer), 24-26 Kerkhoflaan, Zwanenburg (Halfweg). WTD 5/26/66.

283 Drugs

BRAZIL—Biological products and bulk organic and inorganic chemicals and their derivatives for the pharmaceutical industry; importer desires to act as a distributor or a representative. SIMAP—Sociedade Importadora de Materias Primas Ltda., Avenida Presidente Vargas 542, 10° andar, sala 1005, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 5/9/66.

● **EL SALVADOR**—One pharmaceutical: 30,000 vials of penicillin of 400,000 international units (75% procaine penicillin G and 25% potassium crystalline penicillin G) without diluent, packed preferably in boxes of 100 vials. Tender No. 99 (66), bid deadline Aug. 8. Proveeduria General de la Republica, Avenida Espana 613, San Salvador. Tender in Spanish only; bids and correspondence should be in Spanish.★ (Telephone: 202-WO 7-3394).

GERMANY—New antibiotics, pharmaceutical specialties, solutions for infusion. Dr. E. Fresenius KG. (manufacturer), 638 Bad Homburg v.d.H., Gluckensteinweg 5. WTD 6/27/66.

SWITZERLAND—Alcohol preparations (disinfecting), burn spray, spray-band, waterproof-spray-band. Direct purchase and agency. Erwin Joerimann (importer, representative, commission agent), Im Wiesengrund 12, 8700 Kuesnacht. WTD 6/16/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

SWITZERLAND—Deodorants for medical use. Direct purchase and agency. Erwin Joerimann (importer, representative, commission agent), Im Wiesengrund 12, 8700 Kuesnacht. WTD 6/12/66.

286 Gum, wood chemicals

MOROCCO—Quebracho extract for use in the tanning industry. Requests correspondence in French. Quotations Casablanca. Tannerie Moderne Reunie (tannery), Rue Akensous, Grand Secteur Industriel Dokkarat, Fes. WTD 6/27/66.

306 Fabricated rubber products

ITALY—Small rubber or rubberized fabric pneumatic pleasure boats. Direct purchase and agency. Piperno e Pavoncello S.n.C. (indent agent), Piazza Santa Maria Liberatrice 3, Rome. WTD in preparation.

SWITZERLAND—Surgeon's gloves. Direct purchase and agency. Erwin Joerimann (importer, representative, commission agent), Im Wiesengrund 12, 8700 Kuesnacht. WTD 6/16/66.

307 Plastic products

ALGERIA—Plastic sheets, 10-15 tons a month, requests quotations c.i.f. Algiers, replies in French. Plastic Algerien (manufacturer), 16, Rue des Liberes, Algiers. WTD 6/23/66.

FRANCE—Plastic bags (polyethylene, and PVC), plain; sizes up to 50 kilograms (110 lb.), net content. Agency and direct purchase. La Sacherie Toulousaine (dealer), 20 Rue Alexandre-Fourtanier; 31—Toulouse, Haute-Garonne. WTD 7/1/66.

ITALY—Plastic pleasure boats not exceeding 20 feet in length. Direct purchase and agency. Piperno & Pavoncello, Snc (indent agent), Piazza Santa Maria Liberatrice 3, Rome. WTD in preparation.

NETHERLANDS—Injection and blow molds for manufacture of plastic technical products, household goods, toys and small packagings. Plasticfabriek Radioko C.V. (manufacturer), 24-26 Kerkhoflaan, Zwanenburg (Halfweg). WTD 5/26/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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316 Luggage

FRANCE—Traveling bags, e.g. overnight cases, two suiters, pullman and others. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris 3. WTD 11/29/64.

317 Handbags, personal leather goods

FRANCE—Fancy-leather goods to be sold as gift articles. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris 3. WTD 11/29/64.

319 Leather goods

FRANCE—Leather desk articles e.g., pencil holders, paper weights, etc., to be sold as gift articles. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris, 3. WTD 11/29/64.

322 Glass, glassware

FRANCE—Electrical insulators, glass. Direct purchase and agency. Etablissements P. Barnier (manufacturer), 9 & 11 Rue Edouard Branly, Valence (Drome). WTD 12/15/65.

Food containers; commercial food preparation utensils. Requests replies in French. Feret et Cie, S.A. (wholesaler, importer), Avenue du Petit-Verger, 44 Nantes. WTD 11/8/65.

Ornamental glass tableware to be sold as gift articles. Direct purchase and agency. Ets. Lancel (importer, manufacturer, dealer), 3 Impasse de la Planchette, Paris, 3. WTD 11/29/64.

Ash trays to be sold as gift articles. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris, 3. WTD 11/29/64.

GERMANY—Glass fibers for use in textile spinning mills. Direct purchase or agency. Paul Winkler KG. (sales agent, distributor), Postfach 280, 455 Bramsche 1. WTD 6/29/66.

326 Pottery, related products

FRANCE—Electrical insulators. Direct purchase and agency. Etablissements P. Barnier (manufacturer), 9 & 11 Rue Edouard Branly, Valence (Drome). WTD 12/15/65.

327 Concrete, gypsum, plaster products

KUWAIT—Concrete clinkers, standard portland, for use in grinding plant for cement and drilling chemicals, 50,000 ton per year. Requests f.o.b. and c.i.f. quotations. Ernest Haynes, Magcobar Kuwait W.L.L. (importer, retailer, manufacturer), P.O. Box 4544, Kuwait. WTD 5/2/66.

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Abrasives: Corundum, steel and iron shot, silicon carbide. Direct purchase and agency. Requests replies in French. Etablissements Semanaz & Cie (manufacturer, dealer), Rue des Marais, Carrefour Pompadour, Creteil (Val-de-Marne). WTD 5/28/65.

INDIA—High grade graphite for manufacture of graphite crucibles. Sree Krishna Crucible Works (manufacturer), Mangalavarapupeta, Rajahmundry 1, Andhra Pradesh. WTD 6/28/66.

Refractory grade silicon carbide—95% to 100%. Sree Krishna Crucible Works (manufacturer), Mangalavarapupeta, Rajahmundry 1, Andhra Pradesh. WTD 6/28/66.

331 Steel mill products

● **BURMA**—3 alloy ductile rolls for first stand Break Down Mill. Diameter size ranges 470 mm, 475 mm and 480 mm; each 1,400 mm in barrel length. Tender No. Q/29-SM-MCY/3/6; bid deadline Aug. 12. General Manager, Steel Mill, Ywama, Insein.

FRANCE—Steel plates; steel tubing; stainless steel; mild steel coils. Societe Commerciale Metallurgique (wholesaler), 47 Rue Sedaine, Paris, 11e. WTD 5/16/66.

Steel bars, sheets and strips. Direct purchase and agency. Produits d'Usines Metallurgiques (P.U.M.) (importer, dealer), 11 Rue de Courcelles, -51, Reims. WTD 5/17/66.

Construction steels; special steels. Direct purchase and agency. Etablissements Perriere (importer, dealer), 10 Rue Florian, 93 Pantin. WTD 11/3/65.

Flexible metal tubing. Societe Commerciale Metallurgique (wholesaler), 47 Rue Sedaine, Paris, 11e. WTD 5/16/66.

332 Iron, steel foundries

FRANCE—Cast iron cooking utensils. Request replies in French. Feret et Cie S.A. (wholesaler, importer), Avenue du Petit-Verger, 44 Nantes. WTD 11/8/65.

334 Secondary smelting, refining of nonferrous metals

● **BURMA**—5 cwt of tin ingot, 1 cwt of Hoyt Metal (No. 11D) and 16 tons of antifriction metal ingots (Class III to I.B.S. Specification N-10/54). Reference No. 4(T)/MPC-BR/65-66, bid deadline Aug. 10. The Chairman, Union

of Burma Railway Board, Bogyoke Aungsan St., Rangoon, Union of Burma. Cable, RHEOSTAT-RANGOON. Tender documents available upon request from Miscellaneous Metals and Minerals Division, Rm. 4213, BDSA, U.S. Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-2298).

335 Rolling, drawing, extruding of nonferrous metals

FRANCE—Lead and lead-base alloy tubing; tin tubing. Societe Commerciale Metallurgique (wholesaler), 47 Rue Sedaine, Paris, 11e. WTD 5/16/66.

336 Nonferrous foundries

FRANCE—Semi-finished nonferrous metal products (i.e., brass bars, bushings). Direct purchase and agency. Etablissements Perriere (importer, dealer), 10 Rue Florian, 93 Pantin. WTD 11/3/65.

Aluminum alloy semis. Societe Commerciale Metallurgique (wholesaler), 47 Rue Sedaine, Paris, 11e. WTD 5/16/66.

342 Cutlery, hand tools, general hardware

FRANCE—Hand tools, new types. Direct purchase and agency. S. & V. Steinberg (importer, agent), 58 Bld. Cotte, Enghien-les-Bains (S & O.). WTD 1/17/66.

Butchers' and meat packing cutlery. Direct purchase and agency. Requests replies in French or German. Halle aux Curis (importing wholesaler), 19, Rue Hugwald, 68 Mulhouse. WTD 6/24/66.

Pleasure boat hardware. A.C.N.A.M. (Ateliers de Constructions Navales et d'Applications Mecaniques) (manufacturer, wholesaler), Rue du 11 Novembre, 72—Chateau du Loir. WTD 12/3/65.

344 Fabricated structural metal products

FRANCE—Cryogenic equipment, including production units, instruments, and accessories for gaseous and liquid oxygen, argon, compressed gas, and other categories of gases. Also gas processing equipment; gas-cylinders, tanks, and vessels, as well as other types of gas-storage and transportation equipment; high-pressure pumping-systems, etc., and related lines suitable for utilization in France. Requests replies in French. Direct purchase and agency. Ateliers Bigata (dealer), 60 Rue de Pessac; 33- Bordeaux, Gironde. WTD 9/9/65.

346 Metal stampings

FRANCE—Stamped aluminum cooking and kitchen utensils; vitreous enameled cooking and kitchen utensils. Requests replies in French. Feret et Cie S.A. (wholesaler, importer), Avenue du Petit-Verger, 44 Nantes. WTD 11/8/65.

Cast aluminum cooking utensils. Requests replies in French. Feret et Cie, S.A. (wholesaler, importer), Avenue du Petit-Verger, 44 Nantes. WTD 11/8/65.

351 Engines turbines

● **ETHIOPIA**—Two 150 kw. trailer mounted mobile diesel generating sets, 12 stationary 60 kw. generating sets including accessories and spare parts. Tender No. P-33-3/48, bid deadline Aug. 31. Ethiopian Electric Light and Power Authority, P.O. Box 1233, Addis Ababa.★ (Telephone: 202-WO 7-2175).

ITALY—Outboard marine engines up to 100 hp. Direct purchase and agency. Piperno & Pavoncello, S.n.c. (indent agent), Piazza Santa Maria Liberatrice 3, Rome. WTD in preparation.

● **NEW ZEALAND**—Five 50,000 B.H.P., 167 RPM, 195 foot head, verticle Francis type. Alternate bids for generators (tender No. 491) and hydraulic turbines may be submitted. Tender No. 490, bid deadline Oct. 25. The Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington.★ (Telephone: 202-WO 7-4241).

353 Construction, mining, materials handling machinery

● **CEYLON**—30 motorized earthmoving scrapers, 7-14 cu. yd.; 15 motorized earthmoving scrapers, not less than 14 cu. yd.; 10 tracklaying tractors, not less than 65 hp., diesel; 12 tracklaying tractors, not less than 115 hp., diesel; 24 tracklaying tractors, not less than 190 hp., diesel; 8 hydraulic operated ripper-rooter attachments; 2 crawler mounted excavators, shovel and dragline front end attachments, ⅝ cu. yd., full revolving, diesel powered; 2 crawler mounted excavators, shovel and dragline front end attachments, 1 cu. yd., full revolving, diesel powered; one crawler mounted power shovel, 1½ cu. yd., diesel powered; 2 crawler mounted excavators equipped with backhoe attachments, ⅝ cu. yd., diesel powered; 5 heavy duty on/off highway dump trucks, approximately 10 cu. yd., rear dump body, diesel powered; 2 tractor shovel-loaders, crawler mounted, 2½-3 cu. yd. bucket, diesel powered; 6 motor graders, 6 wheel tandem 4-wheel drive, diesel powered, minimum weight 24,000 lb. *Transportation Equipment*: 27 lorries, diesel, 3 ton; 24 diesel lorries, 5 ton; 6 water tank trucks, 600-800 Imp. gal.; 5 water tank trucks, 1,000-1,200 Imp. gal.; 10 dump trucks, 3 ton; 15 dump trucks, 5 ton; 25 farm tractors, wheel, diesel, over 35 BHP; 10 trailers, 4 wheel, 5-6 ton capacity; 80 trucks, ½ ton, 4-wheel drive, gasoline engine, 80″ wheelbase; 10 trucks, 90″ wheelbase, 4-wheel drive; 10 trucks, 105″ wheelbase, 4-wheel drive; 12 trailers for land vehicles; 4 water tank trailers for land vehicles, 250 gal. capacity; 27 pickup trucks, 1-ton capacity, 4-wheel drive; 6 land vehicles, 4-wheel drive, equipped with 300 AMP DC arc welder; 18 station wagons, 4-wheel drive; 2 dredges, 8″ cutter head suction type, portable; 2 barge mounted crane-draglines equipped with ½ cu. yd. grab bucket, 30′ boom; 6 steel barges, self-propelled, diesel powered; one floating crane, 3-ton lift capacity, diesel powered; 15 outboard motors, 10-12 hp.; *Agricultural-Irrigation Equipment*: 110 water pumps of various sizes and types; 6,200 ft. of various sizes of standard well casing; 440 ft. of stainless steel well screens; 2 drill rigs, truck mounted, 1,000 ft.; one drill rig, truck mounted, 5,000 ft.; one electric well logger; 73 water motors; 3 water level recorders; 10 diamond core drills of various sizes; 16 water pumps, reciprocating, high pressure; quantities of operating supplies for drilling units. Tender No. not supplied. Bid deadline Sept. 10. Chairman, Tender Board, Ministry of Land, Irrigation & Power, P.O. Box 500, Colombo.★ (Telephone 202-WO 7-5566).

FRANCE—Light building and public works equipment exclusively (bulldozers, concrete mixers, dredging machinery, pavers, power shovels). Direct purchase and agency. Elevator S.A. (manufacturer, importer), 23 Rue Servan, Paris, XIeme. WTD 10/22/65.

354 Metalworking machinery

FRANCE—Hand tools and portable machine tools of a novel character. Direct purchase and agency. S. & V. Steinberg (importer, agent), 58 Bld. Cotte, Enghien-les-Bains (S. & O.). WTD 1/17/66.

● **GREECE**—Machine shop tools and instruments for vocational training center including thickness and depth gauges, micrometers, clockwork indicators, protractors, metallic rulers, parallel punches, spanners, tap and screw dies, automotive valve and sundry tools, electricians tools. Estimated value $85,000. Tender No. B/474/66, bid deadline Aug. 10. Ministry of Commerce, 2nd State Purchase Directorate, 50 Socratous St., Athens.★ (Telephone: 202-WO 7-5652).

● **TURKEY**—Steel shot finishing mill suitable for 125 x 145 cm. zinc offset printing plates. Bid deadline Aug. 19. Tekel Genel Mudurlugu, Merkez Satinalma Komisyonu Baskanligi, Unkapani, Istanbul. Specifications in English available from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay-Ankara, for $5 plus airmail charges per copy.

● **VIET-NAM**—One grinder suitable for grinding drying cylinders, calendar and press rolls on paper making machinery, roll size: length 5,000 mm., diameter 200-2,000 mm., weight 10 ton. Bid deadline Aug. 19. Cong Ty Giay va Hoa Pham Dong Nai (COGIDO), 3 Vo Di Nguy, P.O. Box 016, Saigon.★ (Telephone: 202-WO 7-5652).

355 Special industry machinery

FRANCE—Commercial food products machinery: coffee mills, drink mixers, food choppers, cutters, dicers, grinders, mixers, slicers, tenderizers, whippers. Request replies in French. Feret & Cie S.A. (wholesaler, importer), Avenue du Petit Verger, 44 Nantes. WTD 11/8/65.

Power driven meat choppers, slicers, cutters, mixers and tenderizers. Requests replies in French or German. Direct purchase and agency. Halle aux Cuirs (importing wholesaler), 19 Rue Hugwald, 68 Mulhouse. WTD 6/24/66.

INDIA—Chemical manufacturing machinery; estimated daily production 50 tons caustic soda—solid (diaphragm and mercury cell method); 15 tons hydrochloric acid; 15 tons liquid chlorine. Madras Chemicals (manufacturer), 110-D Kodambakkam High Rd., Madras 34. WTD 6/28/66.

MOROCCO—All kinds of machinery and equipment for the tanning industry. Requests correspondence in French. Quotations Casablanca. Tannerie Moderne Reunie (tannery), Rue Akensous, Grand Secteur Industriel Dokkarat, Fes, Morocco, WTD 6/27/66.

356 General industrial machinery

● **ECUADOR**—20 pumping units with various capacities. Tender No. 8, bid deadline Sept. 8. Instituto Ecuatoriano de Obras Sanitarias (IEOS), Avenida 6 de Diciembre 246 (P.O. Box 680), Quito. Specifications available in Spanish.★ (Telephone: 202-WO 7-5589).

FRANCE—Automatic packaging machines. Direct purchase and agency. Technique Industrielle Moderne d'Empaquetage (dealer), 4 Rue de Copenhague, Paris 8. WTD in preparation.

NETHERLANDS—Clutch assemblies, clutch discs, transmission shafts, brake and clutch lin-

ings, and other mechanical power transmission equipment and parts for industrial machinery. Direct purchase and/or agency. Exclusive representation desired. P.G. Kuhne & Zn. N.V. (importer, sales agent), 51-55 Gen. Vetterstraat, Amsterdam. WTD 5/10/66.

Tape sealing machinery and equipment which can replace steel strapping machinery. Direct purchase and/or agency. Exclusive representation desired. W. van Konijnenburg N.V. (importer, sales agent), 48 Prins Hendrikkade, Amsterdam. WTD 6/8/66.

SENEGAL—Razor blade packaging machine which can take rolls of presharpened double edge razor blades, cut off the individual blades, wrap the blades in paper and pack blades in small boxes. Continuing tie-in sales could include the rolls of razor blades themselves as well as packaging materials. Ets. Politis (importer), 42 Rue Vincens, BP 449, Dakar. WTD 5/10/65.

357 Office, computing, accounting machines

● **GREECE**—45 tax data processing machines. Tender No. 4/483/66, bid deadline Aug. 10. Estimated value $50,000. Ministry of Commerce, 4th State Purchases Directorate, 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2939).

● **IRAQ**—20 electrical duplicating machines, 15 colored duplicating machines. Tender No. CONT/65/ORD/41, bid deadline Aug. 23. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

358 Service industry machines

FRANCE—Commercial electric and non-electric food warming equipment; commercial cooking equipment; commercial electric and non-electric food service equipment. Requests replies in French. Feret et Cie S.A. (wholesaler, importer), Avenue du Petit Verger, 44 Nantes. WTD 11/8/65.

Refrigeration equipment for commercial and industrial use. Requests replies in French. Direct purchase and agency. Etablissements Fernand Roux (importer, dealer), 36 Rue Honore-Serres, Toulouse (Haute-Garonne). WTD 5/25/65.

GREECE—Foot-operated general utility pressing machine, 45″ and 41″ buck, with standard and combination heads. Equipment should also handle light fabrics and silk. Requests replies with c.i.f. Piraeus price quotations. Temex J.S.C.—Logothetis Bros. (importer, sales agent), 70 Solomou St., Athens 102. WTD 4/29/66.

● **IRAQ**—217 electrical curbside gasoline-dispensing pumps on 220/230 volts, single phase, 50 cycles. Tender No. 42/66, bid deadline Aug. 30. Oil Planning and Construction Administration, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-2939).

361 Electric transmission, distribution equipment

● **ECUADOR**—Supply of electric power distribution systems for the cities of Manta and Portoviejo consisting of 899,200 meters of various sizes and types of distribution conductor wire, conductor accessories, porcelain insulators, steel cables and pole line hardware, protection and sectionalizing equipment, transformers and accessories, street lighting and control equipment, and equipment for distribution substation. Bid deadline Aug. 15. Specifications available from Instituto Ecuatoriano de Electrificacion (INECEL), Avenida 10 de Agosto 817, Casille Postal 2986, Quito. EXIM Bank credit agreement for payment. One copy of specifications available for review only, not for loan, in the Power and Electrical Equipment Division, Room 4124, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **GREECE**—Instruments, meters, electric motors, and associated equipment for electric repair shop. Tender No. 2nd/490/66, bid deadline Aug. 19. Estimated value $250,000. Ministry of Commerce, 2nd State Purchases Directorate, 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2939).

● **MAYLASIA**—Seven 11,000/3,300 V and 3,300/415 V transformers, three 3,300 V 250 MVA air circuit breaker switchboards and seven 415 V 25 MVA air circuit breakers for new Port Dickson power plant, supply and installation. Tender No. 1428/21, bid deadline Oct. 3. Preece, Cardew and Rider, 8, 10 and 12 Queen Anne's Gate, Westminster, London, S.W.1.★ (Telephone: 202-WO 7-4241).

● **PHILIPPINES**—Outdoor power substation (including steel building) and outdoor switchgear equipment, indoor switchgear and motor control center, appurtenances, accessories and spares for proposed pumping stations located at Tondo, D. Tuazon, Ermita & Espiritu. Tender No. III-2(b), bid deadline Sept. 2. Office of the Acting Engineering Manager and Chief Engineer, National Waterworks and Sewerage Authority, 176 Arroceros, Manila. Additional copies of specifications and contract documents available from above address at a cost of $15. Prequalification papers of bidders must be received by Aug. 12. One copy of specifications available for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

● **NEW ZEALAND**—Five 40,000 KVA verticle shaft generators, .9PF, 11 KV, a.c. 50 cycle, 167 RPM, permanent magnet. Alternate bids for generators and hydraulic turbines (Tender No. 490) may be submitted. Tender No. 491, bid deadline Oct. 25. The Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington.★ (Telephone: 202-WO 7-4241).

● **TURKEY**—560 miscellaneous low voltage power balancing condensers for installation on distribution transformer stations. Bid deadline Aug. 18. IETT Genel Mudurlugu, Evrak ve Arsiv Mudurlugu, Metro Han Kat 3, Istanbul, (General Directorate of Power, Subways, and Tramways Administration, Directorate of Records and Archives.) Specifications available from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay, Ankara, upon payment of $6.

363 Household appliances

FRANCE—Household refrigerators and home freezers; washing machines; stoves and ranges; vacuum cleaners; electric razors; bed coverings; percolators and coffee makers; roasters and toasters; flat irons; food mixers; electric fans; dishwashing machines. Request replies in French. Direct purchase and agency. Union Metallurgique de la Haute-Seine (dealer), 30 Rue Saint-Aspais, Melun (S. & M.) WTD 3/8/66.

364 Electric lighting, wiring equipment

● **IRAN**—30,000 fluorescent lamps. Tender No. 206/45. Bid deadline Oct. 18. Iranian State Railways, Maydane Rah-Ahan, Tehan.★ (Telephone: 202-WO 7-5345).

366 Communication equipment

● **CHILE**—20 mobile VHF radio-telephones, 2 VHF remote control units, 4 portable VHF radio-telephone units, 10 public address systems, 2 portable "walkie-talkies", associated test equipment and spares. Bid deadline is Aug. 16. De la Seccion Materiales y Transportes de la Empresa de Agua Potable de Santiago, Av. Bulnes 129,6° piso, Santiago, Chile. Copies of tender and specifications in Spanish available on a short-term loan basis from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4036).

367 Electronic components, accessories

FRANCE—Electronic components, such as specialty resistors for electronic end products; solid state electronic devices and similar devices; inductors, electronic transformers, capacitors, automotive antennas. Direct purchase and agency. Electrotechnique Letu (importer, dealer, agent), 33 bis Rue de Chateau-Landon, Paris, 10e. WTD 6/21/66.

371 Motor vehicles, motor vehicle equipment

FRANCE—Automotive stop signals, handbrake signals and directional signals. Direct purchase and agency. Electronique Letu (importer, dealer, agent), 33 bis Rue de Chateau-Landon, Paris, 10e. WTD 6/21/66.

NETHERLANDS—Automobile accessories. Exclusive representation desired. Handel Maatschappij Atico N.V. (importer, wholesaler), 157 Stadhouderskade, Amsterdam. WTD 5/12/66.

Clutch assemblies, clutch discs, transmission shafts, brake and clutch linings and other parts. Direct purchase and/or agency. Exclusive representation desired. P.G. Kuhne & Zn. N.V. (importer, sales agent), 51-55 Gen. Vetterstraat, Amsterdam. WTD 5/10/66.

374 Railroad equipment

● **SUDAN**—27 coaches underfarmes 60′-0″, 10 bogie wagon underframes 35′-0″ long. Contract No. 3511, bid deadline Sept. 1. Office of Controller of Stores, Sudan Railways, P.O. Box 65, Atbara. Specifications and relevant drawings available for $10 from above address. Contract payment under this tender will be made by International Bank for Reconstruction and Development on application by the Sudan Railways.★ (Telephone: 202-WO 7-4816).

● Four underframes 50′-0″ long. Contract No. 3530, bid deadline Sept. 1. Office of Controller of Stores, Sudan Railways, P.O. Box 65, Atbara. Specifications and relevant drawings available for $28.60 from above address. Contract payment under this tender will be made by International Bank for Reconstruction and Development on application by the Sudan Railways.★ (Telephone: 202-WO 7-4816).

384 Surgical, medical, dental instruments, safety devices

AUSTRALIA—Medical and surgical supplies such as surgical gauze and dressings, sutures,

adhesive tapes and medicated plasters. Direct purchase and agency. Drug Houses of Australia Ltd. (importer, manufacturer, distributor), 504 Bourke St., Melbourne, Victoria. WTD 7/16/66.

Physiological or neurological stimulator, for use in physiological research work, to stimulate electrical impulses in living nerve tissue; must be extremely accurate in respect of a highly reproducible stimulus, output range up to 100 volts with an operating frequency of approximately 50 cycles per second. Ken Jones & Co. Pty. Ltd. (importer, manufacturer), 76 Clarence St., Sydney, N.S.W. WTD 2/7/66.

● **IRAQ**—250 paratroops steel helmets in different sizes; 600 pairs paratroops steel boots, regular, in sizes 6-12; paratroops smoke gaskets in different sizes. Bid deadline not determined. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

SWITZERLAND—Hospital equipment and supplies, electro-medical instruments and apparatus, pulse air pressure mattresse pad, tray trucks. Direct purchase and agency. Erwin Joerimann (importer, representative, commission agent), Im Wiesengrund 12, 8700 Kuesnacht. WTD 6/16/66.

391 Jewelry, silverware, plated ware

FRANCE—Vanity cases, jewelry boxes, to be sold as gift articles. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris, 3. WTD 11/29/64.

Silverware (only silver plated) to be sold as gift articles. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris, 3. WTD 11/29/64.

394 Toys, amusement, sporting goods

FRANCE—Lures for sea fishing. Direct purchase and agency. Margou & Fils S.A. (manufacturer, wholesaler, importer), 148 Avenue Daumesnil, Paris, 12. WTD 3/5/65.

All types of sporting goods, skiing, tennis, glass fiber poles, skating shoes. Direct purchase and agency. Societe Euro-Sport (dealer), 25 Rue Michel-Lecomte, Paris, 3. WTD 2/5/65.

Indoor games and toys, all kinds. R.M. Colichet (importer, dealer), 11 Rue d'Abbeville, Paris, 10. WTD 3/4/65.

SOUTH AFRICA—Dolls, children's vehicles and stuffed toys. Carpet and Lino Enterprises (Pty) Ltd. (importer, wholesaler), P.O. Box 7645, Johannesburg. WTD 6/1/66.

Rubber toys, all kinds. Carpet and Lino Enterprises (Pty) Ltd. (importer, wholesaler), P.O. Box 7645, Johannesburg. WTD 6/1/66.

396 Costume jewelry, novelties, buttons, notions

AUSTRALIA—Buttons, pins, hooks and eyes, fasteners. Direct purchase and agency. Elite Supply Co. (importer, wholesaler, exporter), 230 Brunswick St., Fitzroy, Victoria. WTD 4/22/66.

Jewelry; brooches, bracelets, key chains, charms, cuff links, tie tacs, tie clasps, earrings, necklaces. Arthur Cocks & Co. Ltd. (wholesaler), Arco House, 63 York St., Sydney, N.S.W. WTD 6/20/66.

FRANCE—Costume jewelry, fancy, high quality. Direct purchase and agency. Bijoux Stern (importer, dealer), 171 Rue Lafayette, Paris, 10. WTD 4/7/66.

● **IRAQ**—Supply of plastic buttons, various sizes and colors, total quantity of 5.9 million pieces; also 500,000 yards of elastic rubber. Tender No. ORD/62/966. Bid deadline Sept. 3. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Tender documents available from Iraqi Military Attache, Embassy of Iraq, Washington.★ (Telephone: 202-WO 7-4370).

399 Manufacturing industries

BELGIUM—Candles and candle holders. A. Warmenbol (importer, wholesaler), 7 Kline Markt, Antwerp. WTD 6/24/66.

SOUTH AFRICA—Linoleum, asphalted-felt base. Carpet and Lino Enterprises (Pty) Ltd. (importer, wholesaler), P.O. Box 7645, Johannesburg. WTD 6/1/66.

503 Dry goods, apparel

MALAWI—Men's ready-made clothing, particularly suits, jackets, pants, shirts, shorts, tee-shirts, socks. Lightweight cotton dresses for ladies, including disposable dresses, underwear. Children's tee-shirts, short pants, babywear. Quote c.i.f. £ sterling Beira port. Requests samples and descriptive literature. Direct purchase and agency. Messrs. Bath Agencies, (manufacturers' representative), Limbe. WTD 5/13/66.

505 Farm products—raw materials

FRANCE—Raw crocodile skins. Requests replies in French. J. Dodiuk (manufacturer, dealer), 16 Rue Oberkampf, Paris, IIeme. WTD 6/17/66.

507 Hardware, plumbing, heating equipment, supplies

MALAWI—General hardware and tools, including household cutlery and enamelwares. Quote c.i.f. prices, Beira port, £ sterling. Samples or descriptive literature required. Direct purchase and agency. Messrs. Bath Agencies (manufacturers' representative), P.O. Box 488, Limbe. WTD 5/13/66.

508 Machinery, equipment, supplies

PHILIPPINES—Restaurant equipment and supplies. Direct purchase and agency. Joaquin Ma, Manager, Angie's Optical Center (importer, wholesaler, retailer, indentor), 581 Rizal Avenue Extension, Caloocan City. WTD 9/18/64 under revision.

Japanese firm needs large quantity of coking coal

George Y. Sasaki, President of Kinsey Trading Company, Ltd., Tokyo, Japan, is interested in obtaining approximately 500,000 to 1,000,000 tons a year of coking coal for making iron. Blended coal is not acceptable. Mr. Sasaki agrees to post a purchase guarantee with any satisfactory and reliable source and is primarily interested in the coal being shipped from the West Coast.

Write: the Kinsey Trading Co. Ltd., Shiba P.O. Box 112, Tokyo, Japan.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

FRANCE—All types of frozen fruits, vegetable, meats, fish. Ste d'Importation Representations Commissions (importer, exporter), Courtages Internationaux—Soric, 5 et 7 Rue Saint-Augustin, Paris, 2. WTD 4/1/66.

208 Beverage industries

FRANCE—Synthetic colors for food industry. Ste d'Importation Representations Commissions (importer, exporter), Courtages Internationaux—Soric, 5 et 7 Rue Saint-Augustin, Paris, 2. WTD 4/5/66.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

221 Broad woven fabric mills, cotton

FRANCE—Cotton fabrics (cottonades); cotton printed fabrics. Requests replies in French. Maurice Gauthier (agent), 35 Rue Gambetta, Thizy (Rhone). WTD 10/15/65.

222 Broadwoven fabric mills, manmade fiber, silk

FRANCE—Rayon, nylon and dacron fabrics, silk fabrics. Requests replies in French. Maurice Gauthier (agent), 35 Rue Gambetta, Thizy (Rhone). WTD 10/15/65.

223 Broad woven fabric mills, wool

FRANCE—Wool fabrics; wool printed fabrics. Requests replies in French. Maurice Gauthier (agent), 35 Rue Gambetta, Thizy (Rhone). WTD 10/15/65.

224 Narrow fabrics

FRANCE—Cotton, wool, silk and manmade fiber narrow fabrics. Requests replies in French. Maurice Gauthier (agent), 35 Rue Gambetta, Thizy (Rhone). WTD 10/15/65.

229 Textile goods

SOUTH AFRICA—Dynel, 12/14 ozs. Cloth

must be woven so that 100% pure sulphuric acid will not penetrate as ultimate use is for protective clothing. Raffles Agencies (sales agents), P.O. Box 4246, Johannesburg. WTD 6/29/66.

231 Men's, boy's, youths' suits, coats, overcoats

SOUTH AFRICA—Bullet proof vests. Donagil Engineering (Pty) Ltd. (manufacturer, importer, wholesaler), P.O. Box 50, Johannesburg. WTD 6/29/66.

233 Women's, misses', juniors' outerwear

FRANCE—Maternity dresses, coats and suits. Ets. Pierre Marseille (commission merchant), 8 Rue des Capucins, 80 Abbeville. WTD in preparation.

239 Fabricated textile products

SOUTH AFRICA—Camping and house trailer textile goods and related products. Foamcraft-Campcraft (manufacturer, importer, wholesaler, exporter), P.O. Box 23261, Joubert Park, Johannesburg. WTD 6/7/66.

251 Household furniture

SOUTH AFRICA—Camp and house trailer furniture and accessories. Foamcraft-Campcraft (manufacturer, importer, wholesaler, exporter), P.O. Box 23261, Joubert Park, Johannesburg. WTD 6/7/66.

253 Public building furniture

FRANCE—Seats for public conveyances. Requests replies in French. Robert Abergel (agent), 17 Rue de l'Aqueduc, Paris, 10e. WTD 5/25/66.

273 Books

AUSTRALIA—Books of all types, especially children's, on exclusive agency basis only. Thomas C. Lothian Pty. Ltd. (importer, wholesaler), 4-12 Tattersall's Lane, Melbourne. WTD 10/29/65.

283 Drugs

AUSTRALIA—Pharmaceutical and medicinal products such as proprietary medicines, antiseptics, antibiotics in vial or tablet form. Drug Houses of Australia Ltd. (importer, manufacturer, distributor), Drug Houses of Australia Ltd., 504 Bourke St., Melbourne, Victoria. WTD 7/16/65.

286 Gum, wood chemicals

FRANCE—Coatings and special products for brewery industry. Requests replies in French. Societe Francaise des Anciens Etablissements Kendall (manufacturer, dealer, agent), 22 Rue Gauthier-de-Chatillon, 59 Lille. WTD 6/8/66.

301 Tires, tubes

DOMINICAN REPUBLIC—Tires for automobiles and trucks. Desires exclusive representation. Comercial Hasbun, C. por A. (importer, wholesaler, retailer), Avenida San Martin No. 96, P.O. Box 136, Santo Domingo. WTD in preparation.

302 Rubber footwear

FRANCE—Rubber shoes. Request replies in French. Etablissements des Grands Docks Fougerais (importer, wholesaler), 12 Rue Madame de Sevigne, 35 Fougeres. WTD 6/17/66.

307 Plastic products

VENEZUELA—Transparent P.V.C. fabrics and artificial leathers. The United Agencies, C.A. (importer, distributor, sales agent), Apartado 6522, Edif. Karam, 2 Piso, Ofc. 215, Pelota a Ibarras, Avda. Urdaneta Caracas. WTD 6/27/66.

314 Footwear

FRANCE—Shoes for street, work, play or sport wear; house slippers. Request replies in French. Etablissements des Grands Docks Fougerais (importer, wholesaler), 12 Rue Madame de Sevigne, 35 Fougeres. WTD 6/17/66.

317 Handbags, personal leather goods

FRANCE—Morocco-leather articles and novelties; personal leather goods of all categories, such as briefcases, billfolds, women handbags and purses, other small leather fancy articles of good quality suitable for sale on the French market. Tanneries de Bort, S.A. (manufacturer, wholesaler), 19—Bort-les-Orgues, Correze. WTD 7/1/66.

332 Iron, steel foundries

VENEZUELA—Cast iron pipes for municipal water systems; cast iron water valves. Tecninca Meyer, C.A. (construction co.), Apartado 4599, Avenida La Salle, No. 42, Sebucan, Caracas. WTD 6/17/66.

342 Cutlery, hand tools, general hardware

FRANCE—Wood and metal working files and rasps. Exclusive agency. Manufacture Alsacienne de Limes Jose Kuenemann (manufacturer, wholesaler), 68 Dannemarie. WTD 6/28/66.

SOUTH AFRICA—Door handles; locks; knockers and allied products of very high quality. D. L. I'Ons and Company (sales agent), 20 Loveday St., Johannesburg. WTD 6/28/66.

VENEZUELA—Hand tools in general Tecnologia Industrios, C.A. (Tecninca) (sales agent, importer), Apartado 10423 Este—Residencias Jota-Jota, Piso 1, Ofc. 1, Avda. Fco. de Miranda, Caracas. WTD 6/16/66.

344 Fabricated structural metal products

DENMARK—Seeks agency of U.S. firm engaged in construction of atomic power plants, or parts thereof, to produce steam for large power plants. Edwards & Rasmussen A/S, Engineers, 2, Vestergade, Copenhagen K. WTD 6/27/66.

351 Engines, turbines

HONG KONG—Outboard motors for small and large pleasure craft; exclusive agency. Catalogues and prices quoted c & f Hong Kong requested. Maritime and Trade (International) Ltd. (importer, exporter), 2210 International Bldg., 141 Des Voeux Rd. Central, Hong Kong. WTD 5/18/66.

VENEZUELA—Diesel engines, stationary and marine. Tecnologia Industrial C.A. (Tecninca) (sales agent, importer), Residencias Jota-Jota, Piso 1, Ofc. 1, Avda. Fco. de Miranda, Chacao, Caracas. WTD 6/16/66.

352 Farm machinery

SOUTH AFRICA—Cotton baling presses; cotton bale breakers; exclusive agency. E. I. Rogoff Ltd. (sales agent), P.O. Box 7296, Johannesburg. WTD 7/28/65.

VENEZUELA—Agricultural implements and machinery. Tecnologia Industrial C.A. (Tecninca) (sales agent, importer), Apartado 10423 Este, Residencias Jota-Jota, Piso 1, Ofc. 1, Avda. Fco. de Miranda, Chacao, Caracas. WTD 6/16/66.

353 Construction, mining, materials handling machinery

VENEZUELA—Construction machinery (earth moving, concrete work). Tecnologia Industrial C.A. (Tecninca) (sales agent, importer), Apartado 10423- Este, Residencias Jota-Jota, Piso 1, Avda. Fco. de Miranda, Chacao, Caracas. WTD 6/16/66.

354 Metalworking machinery

SOUTH AFRICA—Raising and shearing machines. E. I. Rogoff Ltd. (sales agent), P.O. Box 7296, Johannesburg. WTD 7/28/65.

VENEZUELA—Metalworking machinery mainly for versatile machine and metalworking shops. Not interested in production machinery (110 v. 50/60 cycles). Tecnologia Industrial C.A. (Tecninca) (sales agent, importer), Apartado 10423 Este, Residencias Jota-Jota, Piso 1, Ofc. 1, Avda. Fco. de Miranda, Chacao, Caracas. WTD 6/16/66.

355 Special industry machinery

FRANCE—Brewers' and maltsters' machinery: cookers, mash tubs, brew kettles, coolers, tanks, filter mash washers, carbonators, racking machines, conveyors. Requests replies in French. Societe Francaise des Anciens Etablissements Kendall (manufacturer, dealer, agent), 22 Rue Gauthier-de-Chatillon, 59 Lille. WTD 6/8/66.

SOUTH AFRICA—Doubling and twisting machines for yarn and thread. E. I. Rogoff Ltd. (sales agent), P.O. Box 7296, Johannesburg. WTD 7/28/65.

Calendering machines. E. I. Rogoff Ltd. (sales agent), P.O. Box 7296, Johannesburg. WTD 7/28/65.

VENEZUELA—Machinery and equipment for the chemical industry, such as stills, boilers, pumps, reactors, tanks. Tecnologia Industrial, C.A. (Tecninca) (sales agent, importer), Apartado 10423 Este, Residencias Jota-Jota, Piso 1, Ofc. Avda. Fco. de Miranda, Chacao, Caracas. WTD 6/16/66.

Woodworking machinery (110 v, 50/60 cycles). Tecnologia Industrial C.A. (Tecninca) (sales agent, importer), Apartado 10423 Este, Residencias Jota-Jota, Piso 1, Ofc. 1, Avda. Fco. de Miranda, Chacao, Caracas. WTD 6/16/66.

356 General industrial machinery

AUSTRIA—Air purification equipment for industry. Dipl. Ing. Hans H. Heinisch (importer, wholesaler, manufacturer's representative), Neubaugasse 36, A-1070 Vienna. WTD 6/24/66.

IRAN—Turbine deep-well pumps. Machinhaye Sanati & Abiary Ltd. (importer), 168 Saadi Ave., Tehran. WTD 6/11/66.

SOUTH AFRICA—Blowing room machinery for use in textile mills. E. I. Rogoff Ltd. (sales agent), P.O. Box 7296, Johannesburg. WTD 7/28/65.

357 Office, computing, accounting machines

FRANCE—Input and output equipments for

computers (electronic). Societe Europeenne d'Echanges Commerciaux—S.E.D.E.C.O. (importer, dealer), 5 Rue Drouot, Paris, 9e. WTD 5/28/65.

358 Service industry machines

SOUTH AFRICA—Roller squeazers; section extractors; hydro extractors; for water extraction machines. E. I. Rogoff Ltd. (sales agent), P.O. Box 7296, Johannesburg. WTD 7/28/65.

361 Electric transmission, distribution equipment

FRANCE—Electronic standard measuring instruments for communications and industry: generators, distortionmeters, micro-voltmeters, attenuators, frequency analysers; capacitor measuring equipment, electrometers, inductor measuring equipment, radio frequency measuring equipment, resistor measuring equipment, receiving tube characteristic measuring instruments. Laboratoire Electro-Acoustique—L E A (importer, manufacturer, wholesaler), 5 Rue Jules-Parent, Rueil-Malmaison (Hauts de Seine—92). WTD 2/3/66.

Switchboard relays; electrical instruments relays; feeder-voltage regulators. Requests replies in French. Electronique & Automation (manufacturer, importer, dealer, agent), 134 Avenue Jean-Jaures, 59 Ronchin-Lez-Lille. WTD 3/7/66.

Integrated circuits. Societe Europeenne d'Echanges Commerciaux S.E.D.E.C.O (importer, dealer), 5 Rue Drouot, Paris, 9e. WTD 5/28/65.

362 Electrical industrial apparatus

FRANCE—Electronic industrial controls; industrial and commercial electric apparatus and equipment, such as blasting machines, fixed and variable electronic capicitors and condensers, and rectifiers. Requests replies in French. Electronique & Automation (manufacturer, importer, dealer, agent), 134 Avenue Jean Jaures, 59 Ronchin-lez-Lille. WTD 3/7/66.

Power static converters. Societe d'Electronique pour la Regulation et l'Automation—SERA (manufacturer, dealer), 101 Rue de la Glaciere, 75-Paris (13). WTD 2/9/66.

365 Radio, television receiving sets

DOMINICAN REPUBLIC—Television receivers. Desires exclusive representation. Comercial Hasbun, C. por A. (importer, wholesaler, retailer), Avenida San Martin No. 96, P.O. Box 136, Santo Domingo. WTD in preparation.

FRANCE—Audio-visual equipment for liguistic studies. Cedamel—Centre d'Etude & de Distribution des Appareils & du Materiel de l'Enseignement Linguistique (manufacturer, dealer), 15 Bld. Gouvion-Saint-Cyr, Paris, 17. WTD 4/30/65.

366 Communication equipment

FRANCE—Electronic remote controls; electronic field detection apparatus; light and heat emission operating apparatus; object detection apparatus and navigational electronic equipment; electric and electronic communication and signaling products. Request replies in French. Electronique & Automation (manufacturer, importer, dealer, agent), 134 Avenue Jean Jaures, 59 Ronchin-lez-Lille. WTD 3/7/66.

367 Electronic components, accessories

FRANCE—Thermal electronic relays; vacuum relays, electronic components, such as: specialty resistors for electronic end products; solid state electronic devices and similar devices; inductors, electronic transformers, and capacitors. Requests replies in French. Electronique & Automation (manufacturer, importer, dealer, agent), 134 Avenue Jean Jaures, 59 Ronchin-lez-Lille. WTD 3/7/66.

369 Electrical machinery, equipment, supplies

AUSTRIA—Thermoelectric couples for cooling purposes (based on the Peltier system). Dipl.Ing. Hans H. Heinisch (importer, wholesaler, manufacturers' representative), Neubaugasse 36, A-1070 Vienna. WTD 6/24/66.

371 Motor vehicles, motor vehicle equipment

DOMINICAN REPUBLIC—Motor vehicle parts, accessories. Desires exclusive representation. Comercial Hasbun, C. por A. (importer), wholesaler, retailer), Avenida San Martin No. 96, P.O. Box 136, Santo Domingo. WTD in preparation.

373 Ship building, repairing

PHILIPPINES—Marine hardware and accessories. Lorenzo de Vera, Jr., Sales Manager, Samson Boat and Allied Industries, Inc. (importer, exporter, manufacturer, wholesaler, retailer), Km. 12.7, Las Pinas, Rizal. WTD 4/19/66.

381 Engineering, laboratory, scientific, research instruments

SOUTH AFRICA—Laboratory equipment, all kinds. E. I. Rogoff Ltd. (sales agent), P.O. Box 7296, Johannesburg. WTD 7/28/65.

384 Surgical, medical, dental instruments, safety devices

FRANCE—Dental equipment and supplies: alloys, amalgams, cement, enamels, plaster, wax; chairs, cabinets, mechanical equipment, tools, units. Requests replies in French. Seeks exclusive agency. A. H. Mazoyer (importer, retailer, agent), 64 Bld. Soult, Paris, 12e. WTD 4/27/66.

VENEZUELA—Personal safety appliances and equipment, all kinds. Proteccion Industrial C.A. (importer, distributor, sales agent), Apartado 7676 (Nueva Granada), Edificio Riana, Local 2, Avenida Nueva Granada, Caracas. WTD 6/23/66.

507 Hardware, plumbing, heating equipment, supplies

SOUTH AFRICA—Bathroom taps, in sets; gold plated taps; towel rails and medicine cabinets and allied products of very high quality. D.L. l'Ons and Co. (sales agent), 20 Loveday St., Johannesburg. WTD 6/28/66.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

BURMA—Burma has signed an agreement with the United Nations Development Program (Special Fund) concerning the **Mu River Basin** in Central Burma. The project provides for a **comprehensive feasibility study** of the land and water resources of the area.

The objectives of a development program would be to provide a more reliable water supply for the 320,000 acres already under irrigation, to provide irrigation for an additional 700,000 acres, and to produce and distribute hydoelectric power.

The agreement with the UN also provides for the **design of dams** and for an **agricultural experiment and demonstration farm.** The UN will provide expert services, equipment and fellowships, and Burma will make contributions in cash and kind. The project will be carried out over three years.

JAMAICA—The Government of Jamaica has announced the signing of an agreement with Montego Freeport Ltd. for creation of a **deepwater harbor and port facilities at Montego Bay.** The facilities will permit the establishment of direct ocean cargo and passenger service between Montego Bay and foreign ports.

The project will include **reclamation and development of 500 acres of land for housing, industry and commercial development.**

The first phase, scheduled for completion within two years, calls for the dredging of a deepwater (36 ft.) harbor and the development of a port area costing an estimated $3.2 million.

The second and third phases, involving land reclamation and development alone, are to be spread over two five-year periods.

Reportedly, 40% of the financing required for the first phase of the project will be from local sources, with the remainder from overseas. The Government of Jamaica is to receive 10% of the land reclaimed. Architects for the project are Higgins and Higgins, of New York City.

JORDAN—A new **highway linking Bethlehem and Jerusalem** will be built with the aid of a U.S. loan authorized by the Agency for International Development. An agreement for the loan to Jordan, signed in Amman, provides for $1.6 million to finance most of the construction costs of the new road and the advisory services of two engineers.

The new highway, to be located east of the existing road, will be built with a two-lane bituminous surface. The new route will be 6.4 miles long and will run from Bethlehem to an intersection with the Amman-Jerusalem road.

The services of two U.S. engineers will be provided to assist the Jordan Ministry of Public Works, which will execute the project,

in management and supervision of this and other U.S.-assisted road projects.

The new route was selected after studies were made by the Brown Engineering Company of New York and later by highway engineers of the Government of Jordan and of the U.S. Bureau of Public Roads.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Mrs. Nancy Ellis Leebold, Managing Director, and Arthur Leebold, Sales Director, Avmar Pty. Ltd., P.O. Box 208, Bankstown, N.S.W., **interested in direct purchase or manufacturing under license of equipment, accessories, training aids, survival equipment, navigation equipment for general aviation use; requesting technical information.** Aug. 11 via Honolulu for five weeks. c/o Department of Commerce Los Angeles Field Office. Itinerary: Los Angeles, Dallas, Chicago, New York, others as required. WTD in preparation.

S. M. Bradford, Manager, Overseas Division, Oswald-Sealy (Overseas) Ltd., 263 Clarence St., Sydney, N.S.W., **interested in meeting U.S. manufacturers or exclusive exporters of high quality art reproductions, advertising novelties, advertising display materials, novelty table lamps, to negotiate agreements for exclusive representation in Australia.** Aug. 11 via New York for two weeks. Itinerary: New York Aug. 11-12, Aug. 18-19 c/o Statler Hilton Hotel; Baltimore Aug. 15 c/o Statler Hilton Hotel; Chicago Aug. 23-24 c/o the Palmer House; Los Angeles Aug. 25-26 c/o the Biltmore. WTD 6/20/66.

BRAZIL—Paulo Elias Chuquer and Waldemar Chuquer, representing L.T.T.—Linhas Telegraficas e Telefonicas Ltda., Rua Pedro Lessa 35, salas 1103-4, Rio de Janeiro, GB, ZC-P, **interested in purchasing communication equipment and requesting technical information.** Aug. 6 via New York for six days. c/o Taft Hotel, 7th Ave. at 50th St., New York, N. Y. 10019. Itinerary: New York. WTD in preparation.

Adizio do Rego Barbosa, ARB Refrigeracao Ltda., Rua Mal. Cantuaria 158, Rio de Janeiro, Guanabara ZC-82, **interested in purchasing equipment for air conditioning, refrigeration, and compressors.** Aug. 2 via New York for one month. c/o American Express Co., New York, N. Y. Itinerary: LaCross, Wis.; Lancaster, Zelienople, and Pittsburgh, Pa., Chicago and Danville, Ill.; Delaware and Sidney, Ohio; Yonkers, N.Y. WTD in preparation.

CEYLON—M. A. Mahadeva, 31 Windsor Ave., Dehiwela, **interested in shrimp fishing, processing and sale of frozen shrimp, tuna, other seafood, and requesting technical information regarding freezing shrimp for the export market.** First or second week of August via San Francisco for two weeks. c/o Glacia Equipment, 6 Grace Ave., Great Neck, N. Y., or B. Thiagarajan, United Nations, Post Box 20 Grand Central, New York, N. Y. 10017. Itinerary: San Francisco, New Orleans, New York, other cities to be arranged. WTD in preparation.

GUATEMALA—Richard N. Quast, representing HEMCO, Consultores Agricolas, 6z. Avenida "A" 10-46, Zona 9, Guatemala City, **interested in locating private investors to raise $100,000 capital to incorporate its agricultural consulting services and expand operations.** Aug. 10 via New Orleans for two weeks. c/o 336 Euclid Ave., Sheboygan, Wisc. Itinerary: New Orleans, Chicago, Milwaukee, Washington. WTD 7/27/64.

LIBYA—Sayyid Abdulla Abid Al-Sennusi, Chairman of the Board, and Nasr Aftim Saba, his private secretary, of Sayyid Abdulla Abid Al-Se nusi Company, P.O. Box 207, Benghazi, Libyan representative for General Motors Corp., Philco, Singer, Caterpillar, and John Deere, will arrive in the U.S. July 25 for a two week visit to meet with company officials of firms he represents in Libya. c/o Department of Commerce Detroit Field Office. WTD 9/21/65.

PAKISTAN—S. A. Akhtar, Nazar International Ltd., 102, Marriot Rd., Karachi, **interested in meeting U.S. manufacturers of chemicals, iron and steel.** First to second week in August via New York for two weeks. c/o Pakistan Consulate General, Pakistan House, New York, N. Y. Itinerary: New York, Chicago, San Francisco. WTD in preparation.

SPAIN—Alfredo Hogel S., Rambla Volart 29, 1°, 1°, Barcelona 13, **interested in contacting U.S. manufacturers of ladies' hosiery.** Approx. July 15 via New York for one month. c/o 1435 East Chevy Chase Drive, Glendale, Calif. Itinerary: Los Angeles. WTD 9/8/64.

Leads for Importers

Commodities are offered direct unless specified

239 Fabricated textile products

FRANCE—Jute bags, new, sizes 50 kilograms (110 lb.) and over; also second-hand bags, burlap, jute, or cotton, and waste material reclaimed from jute bags. La Sacherie Toulousaine (manufacturer, dealer), 20 Rue Alexandre-Fourtanier, 31-Toulouse, Haute-Garonne. WTD 7/1/65.

SOUTH AFRICA—Sleeping bags; sleeping bag and mattress combinations; house trailer and camping accessories. Foamcraft-Campcraft (manufacturer, importer, wholesaler, exporter), P.O. Box 23261, Joubert Park, Johannesburg. WTD 6/7/66.

242 Sawmills, planing mills

BRAZIL—Sawed, in logs or laminated Brazilian hardwoods such as: "Arruda Rajada", "Bicuiba", "Gaxeta", Goncalo Alves, Jequitiba, Louro, Sucupira. Direct sale or preferentially through well-established agents. SIMAP—Sociedade Importadora de Materias Primas Ltda., Avenida Presidente Vargas 542, 10° andar, sala 1005, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 5/9/66.

Brazilian hardwoods, sawed or in logs. Direct sale or through well-established agents. Serraria Beca Ltda., Caixa Postal 726, Vitoria, Estado do Espirito Santo. Avenida Jeronimo Monteiro 124, 4° andar, sala 408, Vitoria. WTD 6/29/66.

317 Handbags, personal leather goods

BELGIUM—Small personal leather items such as wallets, billfolds, key cases, coin purses, travel items, book covers, desk sets, in high-quality styles and genuine leather. Rouard-Stock, p.v.b.a. (importer, wholesaler, exporter), 55 Oosterveldlaan, Wilrijk, Antwerp. WTD 6/23/66.

364 Electric lighting, wiring equipment

BELGIUM—Decorative lanterns for use in parks, gardens, patios, residential homes; also signaling lanterns such as used by railroads. Etablissements Orlians & Co. n.v. (manufacturer, exporter), 35 Populierendreef, Mechelen. WTD 6/23/66.

505 Farm products—raw materials

BELGIUM—Hop corps. S.V. Pacohop (exporter), 65 Gasthuisstraat, Poperinge. WTD 6/20/66.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D. C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated July unless otherwise indicated.

American Firms, Subsidiaries and Affiliates—Greece, June.
Automotive Vehicles and Equipment—Importers and Dealers—Costa Rica.
Boat and Ship Builders, Repairers, and Chandlers—Germany, June.
Dairy Industry—Germany, June.
Dairy Producers—Pakistan, June.
Dental Supply Houses—Japan.
Dry Goods and Clothing—Importers and Dealers—Austria.
Electronic Equipment for Home Entertainment, Phonograph Records and Pre-Recorded Magnetic Tapes—Importers, Dealers and Manufacturers—The Netherlands, June.
Electronic Equipment for Home Entertainment, Phonograph Records and Pre-Recorded Magnetic Tapes—Importers, Dealers and Manufacturers—Peru, June.
Electronic Equipment for Home Entertainment, Phonograph Records and Pre-Recorded Magnetic Tapes—Importers, Dealers and Manufacturers—Switzerland, June.
Glass and Glassware—Importers, Dealers and Manufacturers; Chinaware and Household Pottery Products—Importers and Dealers—Costa Rica, June.
Machinery and Equipment, Except Electrical—Importers and Distributors—Greece.
Office Supplies and Equipment, Paper and Stationery—Importers and Dealers—Greece.
Petroleum Products—Importers, Dealers, Producers and Refiners—Lebanon.

New Books and Reports

***Manufacturing in Nigeria.* By Alan Sokolski. Frederick A. Praeger, Publishers. 373pp. $12.50.**

One of the Praeger series of Special Studies in International Economics, and Development, *Manufacturing in Nigeria,* is a valuable introduction to the modern manufacturing sector of the Nigerian economy. Such a study is significant in both an African and world context because of the large economic potential inherent in Nigeria's physical size, population and range of natural resources.

The American business community will find this book interesting for two reasons. First, Nigeria presents a fertile field for potential investment in manufacturing. Second, the industrial sector, which now is comprised of over 900 firms, offers a strong market for U.S. capital goods.

An important chapter in the book presents eight industry case studies as illustrations of both the opportunities and limitations found in this sector of the Nigerian economy. The author classifies each industry according to its "locational orientation," i.e., whether the industry is attracted to sources of raw materials, power, labor or markets.

An appendix which lists major manufacturing establishments giving, where available, the firms' output, ownership and capitalization is very useful.

Write: Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, New York 10003. **WME**

***Problems of Foreign Trade Pricing in a Soviet-Type Economy.* By Joseph M. Thorson. Business Horizons, Spring 1966. Indiana Univ. $2 per issue.**

This article, using Poland as an illustration, examines some of the problems that arise when trading in a Soviet type economy. The Polish domestic price system is traced for the period from World War II to the present, and motives that determine present foreign trade prices are examined.

This same issue also contains an article on alleged incompetence among foreign managers hired by U.S. firms to direct their overseas operations.

The author, Cameron McKenzie, suggests that incompetence is often due to a hodgepodge of controls imposed at the headquarters end, caused by a fundamental misunderstanding of the foreign manager's role. He recommends a realistic reporting and control system, and a national set of criteria for judging manager performance.

Write: Graduate School of Business, Indiana Univ., Bloomington, Indiana 47405.

***Japan's Economic Expansion.* By G. C. Allen. Oxford University Press. 296pp. $8**

Contemporary Japan stands before the world as the classic model of a rapidly growing economy. In this book the author describes and explains the process of development in agriculture, industry, finance, and trade since the time when the economy lay in ruins at the end of World War II.

He discusses economic policy, planning, labor problems, education, and analyzes the factors mainly responsible for what is generally recognized as an extraordinary achievement. A statistical appendix is included.

Write: Oxford University Press, 417 Fifth Ave., New York, N.Y. 10016.

World auto survey

The 1966 edition of the World Automotive Survey contains 39 country-by-country marketing maps and a global vehicle census.

It details make-by-make vehicle manufacture and assembly in 23 countries, and reports on the international flow of new vehicle shipments for 1965, and cumulatively for the seven years 1958-64. The $3 survey also details U.S. automotive exports on an item-by-item basis to 56 countries.

Write: Business Manager, Automobile International-Fleet International, 330 West 42nd Street, New York, N.Y. 10036

***International Economic Problems.* By James C. Ingram. John Wiley and Sons, New York. 180pp.**

This book is designed to provide a brief account of three major topics in international economics: trade between the advanced and underdeveloped countries; the European Economic Community, and reform of the international monetary system.

Write: John Wiley & Sons, 440 Park Ave. South, New York, N.Y. 10016.

***Reference Handbook of the Armed Forces of the World, 1966.* By Laurence L. Ewing and Robert C. Sellers. Robert C. Sellers & Assoc., Washington. Unpaged. $14.95**

A compendium of data on all branches of the armed services of over 118 nations. It provides data on each nation's military establishment, including defense budgets, Principal items of equipment: sources of military assistance, defense agreements, and other subjects. An appendix provides information on major defense treaties, munitions and weapons production capabilities, and addresses of the world's defense headquarters.

Write: Robert C. Sellers & Associates, 1875 Connecticut Ave., NW., Washington, D.C. 20009.

***Latin America's Development Organizations.* By David M. Ferrell and Ronald K. Hill. *Industrial Development and Manufacturers Record,* March 1966. $2 per issue.**

This brief survey outlines some of the important investment factors in Latin America and includes maps and brief market profiles. A special feature is a current geographical directory of development organizations which gives the names and addresses of top officials.

Write: Conway Publications, 2600 Apple Valley Rd., Atlanta, Ga., 30319.

***Index to Catalog of Investment Information and Opportunities.* U.S. Agency for International Development, Washington. Various paging. Free.**

The Agency for International Development and other public, international, and private institutions have sponsored numerous industrial feasibility and economic studies in friendly developing nations. These studies have been brought together and the principal data abstracted and printed on Keysort cards in a *Catalog of Investment Information of Opportunities.*

This is an index to the Catalog. It presents by country and Standard Industrial Classification Code the title of the report, cost of either hard copy or microfiche, and the identification number.

Write: Agency for International Development, Office of Development Finance and Private Enterprise, Washington, D.C. 20523.

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Calendar *for international traders*

ANCHORAGE, ALA.—Aug. 4—REEC Meeting. Speaker: **Roy L. Morgan, Director, Office of Field Services.**

ATLANTA—Aug. 18—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

BOSTON—Aug. 8—Businessmen's Consultations with William Krason, Commercial Attache, Karachi, Field Office. Sponsor: Boston Field Office, Department of Commerce.

CEDAR FALLS, IA.—Aug. 3—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

CHICAGO—Aug. 2—Businessmen's Consultations with Russell Prickett, Commercial Attache, Belgrade. Field Office.

CHICAGO—Aug. 15—Businessmen's Consultations with Walter Sohl, Commercial Attache, Hong Kong. Field Office.

CHICAGO—Aug. 16—Meeting for Exporters, Field Office.

CHICAGO—Aug. 17—Chicago-Midwest Credit Management Assn., LaSalle Hotel.

CLEVELAND—Aug. 31—Special Exporters Session on Documentation, 10 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

CLEVELAND—Sept. 8—Export-Import Bank and FCIA Workshop on Credit, Insurance and Financing, Overseas Investments and Exports, 12 noon, Mid-Day Club. Sponsors: World Trade Assn.; REEC; Cleveland Field Office, Department of Commerce.

CLEVELAND—Sept. 14—Export Expansion Workshop, 10:30 a.m.-12:30 p.m. Sponsor: REEC.

DALLAS—Aug. 1—Businessmen's Consultations by appointment only with Hilding Peterson, Commercial Attache, Rotterdam, Field Office. Sponsors: Dallas Field Office, Department of Commerce; REEC.

DETROIT—Aug. 9—Export Seminar, 9:15 a.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

DULUTH, MINN.—Aug. 12—Export Conference, London House. Sponsors: Minneapolis Field Office, Department of Commerce; REEC.

HARTFORD, CONN.—Aug. 9—Business's Consultations by appointment with William Krason, Commercial Attache, Karachi, 9 a.m., Field Office. Sponsor: Hartford Field Office, Department of Commerce.

HERRIN, ILL.—Sept. 27—Export Workshop, Southern Illinois, Inc. Sponsors: St. Louis Field Office, Department of Commerce; REEC.

HONOLULU—Aug. 8—Hawaii Manufacturers Assn., luncheon meeting, 12 noon, Holiday Inn. Speaker: **Roy L. Morgan, Director, Office of Field Services.** Sponsor: Honolulu Field Office, Department of Commerce.

KANSAS CITY, MO.—Aug. 11—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

LEWISTON, ME.—Aug. 23-26—Sixth Annual Maine Products Show, Central Maine Youth Center. Sponsor: Maine Dept. of Economic Development.

LOS ANGELES—Aug. 26—Export Expansion Seminar, 9:30 a.m., Field Office. Sponsor: Los Angeles Field Office, Department of Commerce.

MEMPHIS—Aug. 11—Export Workshop, Federal Bldg. Sponsors: Memphis Field Office, Department of Commerce; REEC.

MEMPHIS—Aug. 17—Export Workshop on Saudi Arabia, Hotel King Cotton. Sponsors; Memphis Field Office, Department of Commerce; REEC; Mid-South Exporters' Roundtable.

MILWAUKEE—Sept. 1—World Trade Club, monthly meeting, Holiday Inn-Central. Speaker: **E. E. Schnellbacher, Bureau of International Commerce.**

NASHVILLE, TENN.—Aug. 23—Export Workshop, Nashville Area Chamber of Commerce. Sponsors: Chamber of Commerce; Memphis Field Office, Department of Commerce; REEC.

NEW YORK—Aug. 2-3—Businessmen's Consultations by appointment only with Walter Sohl, Commercial Attache, Hong Kong. Field Office.

NEW YORK—Aug. 30-31—Businessmen's Consultations by appointment only with Russell Prickett, Commercial Attache, Belgrade. Field Office.

NEW YORK—Sept. 14-15—Businessmen's Consultations by appointment only with Hilding Peterson, Commercial Attache, Rotterdam. Field Office.

OLATHE, KAN.—Aug. 25—Workshop for New Exporters, Chamber of Commerce. Sponsors: Kansas City Field Office, Department of Commerce; REEC; Chamber of Commerce.

PHILADELPHIA—Aug. 4-5—Businessmen's Consultations by appointment only with William Krason, Commercial Attache, Karachi. Field Office.

PHILADELPHIA—Aug. 29—Businessmen's Consultations by appointment only with Russell Prickett, Commercial Attache, Belgrade. Field Office.

PHILADELPHIA—Sept. 7-8—Businessmen's Consultations by appointment only with William Dawson, Commercial Attache, Istanbul. Field Office.

QUINCY, ILL.—Sept. 14—Export Workshop, Gardner-Denver Co. Sponsors: REEC; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

ST. LOUIS—Aug. 9—Export Workshop, St. Louis University. Sponsors: REEC; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

WHITE PLAINS, N.Y.—Aug. 10—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Rogers Smith Hotel. Sponsor: Chamber of Commerce.

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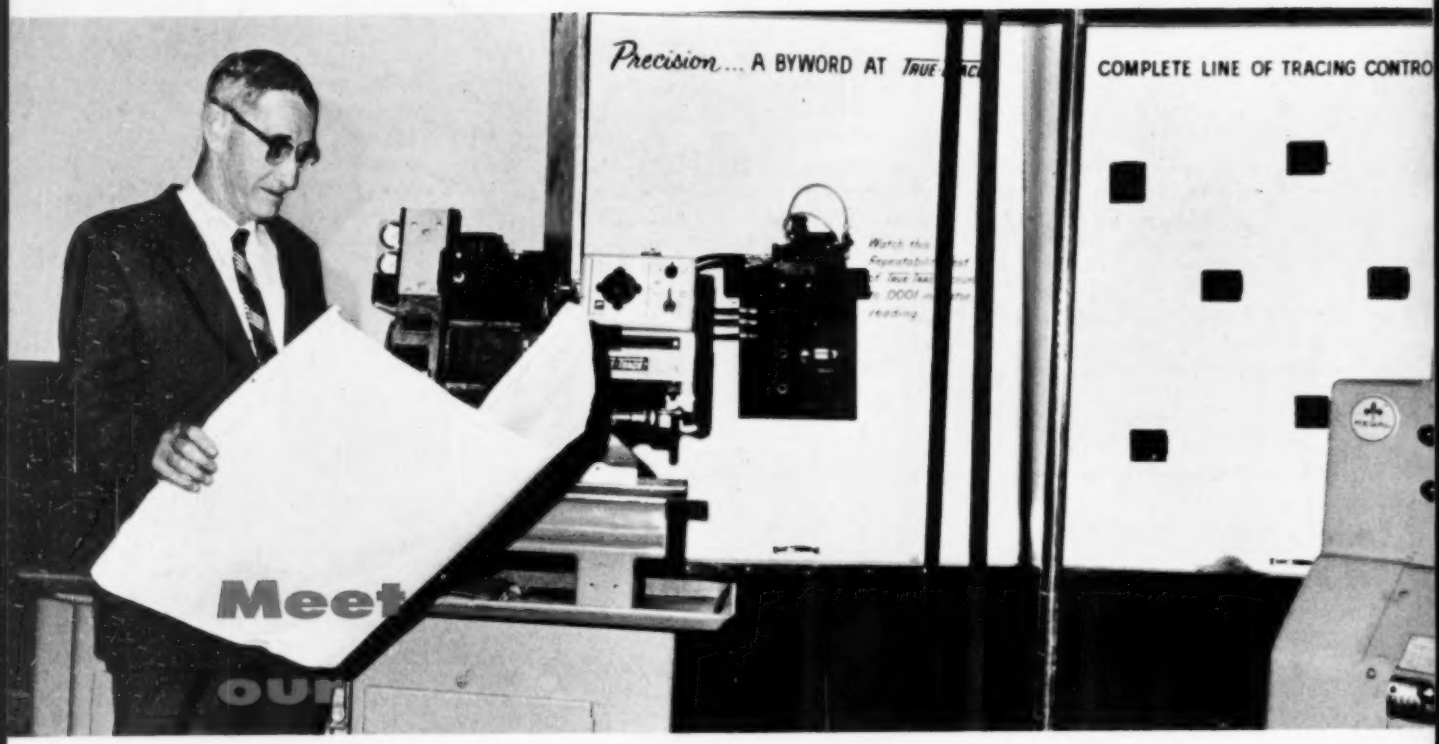

Meet our man in Mexico

Salesman/Showman/Diplomat Douglass Ballentine has been Ambassador Freeman's anchor man in getting ready for this week's opening in Mexico City, on August 1, of the biggest trade promotion event the U.S. has ever staged in Latin America—the U.S. Industrial Equipment Exhibition.

He has been involved in everything from site preparation to a massive campaign to bring potential agents and distributors from all over Mexico and nearby Latin American countries to meet and deal with the 95 U.S. firms whose products make up the show.

The U.S. Exhibition will close August 13 but Commercial Attache Ballentine won't ease off. He'll be back on his regular beat, trying for still more sales in a market that last year bought more than a Billion Dollars worth of goods from us.

U.S. DEPARTMENT OF COMMERCE / Bureau of International Commerce